

FIG. 1A

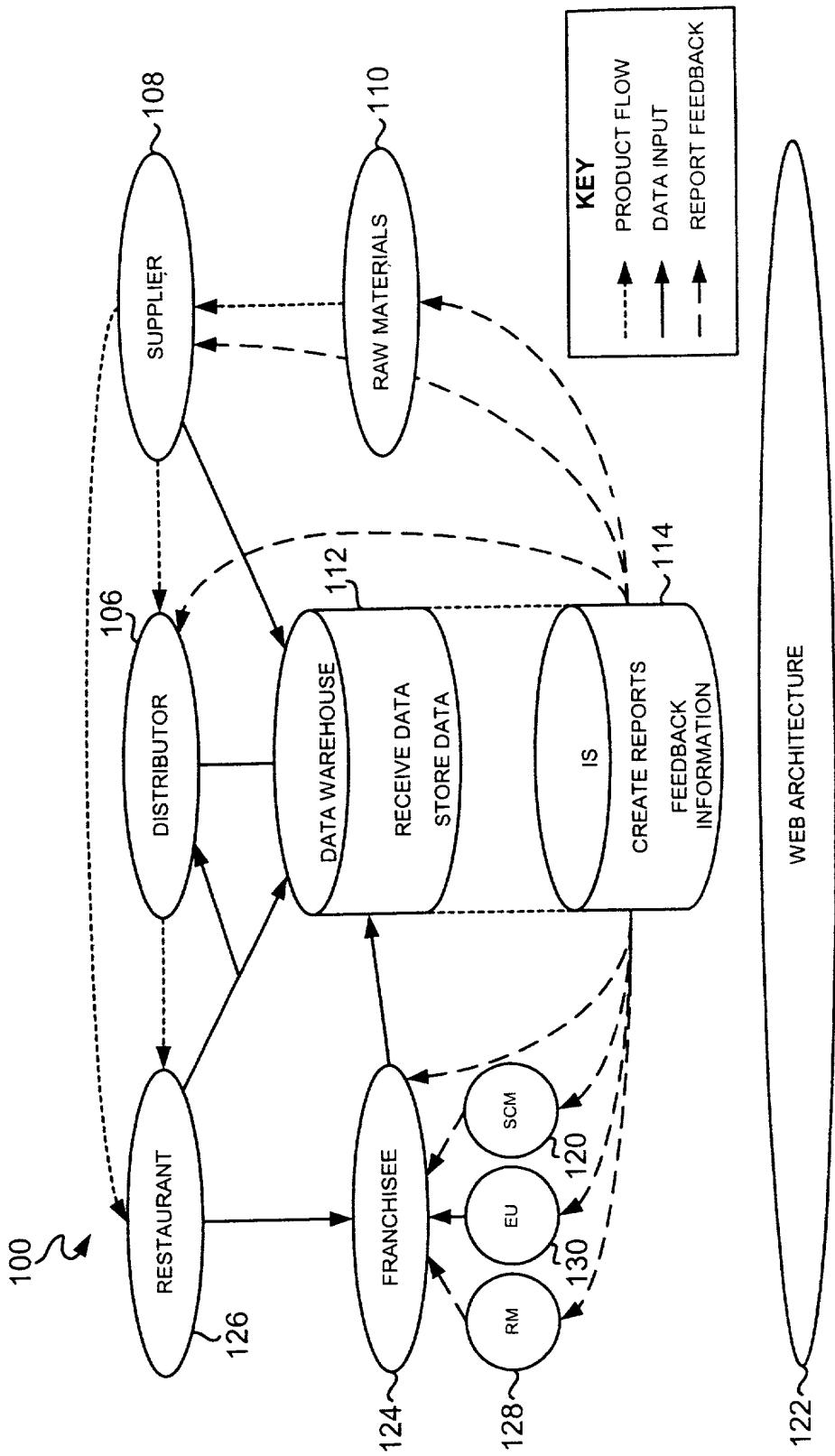


FIG. 1B

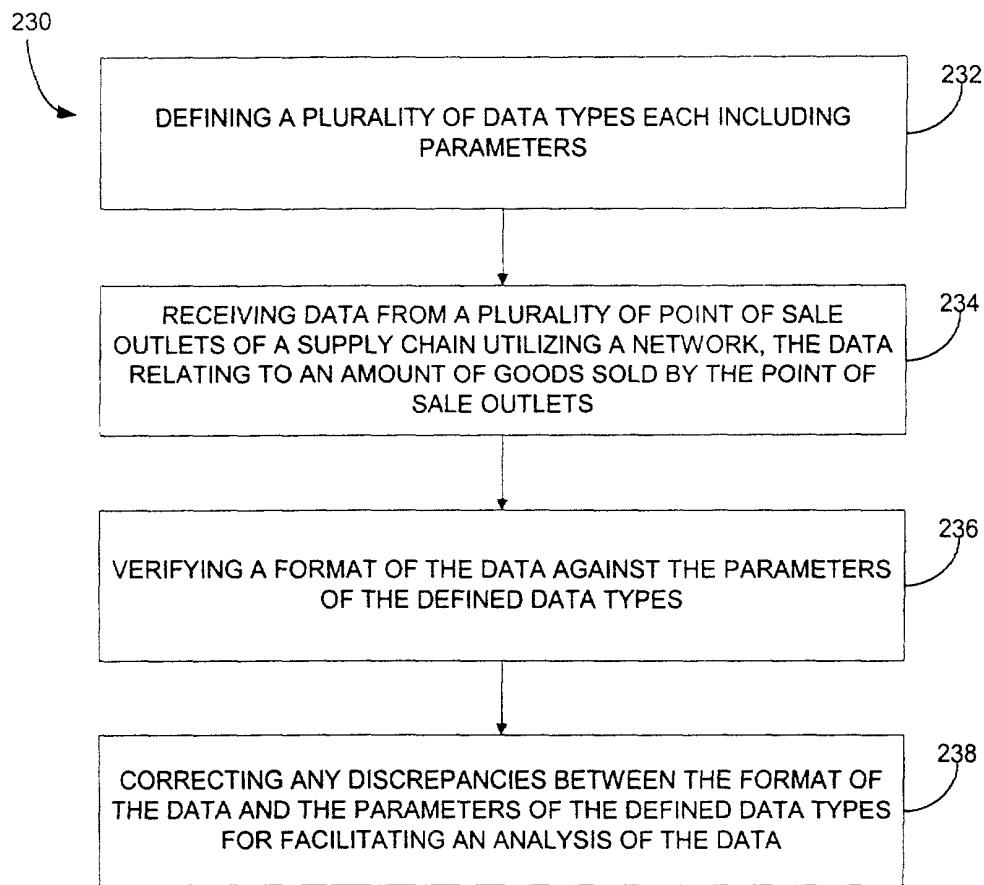


FIG. 2

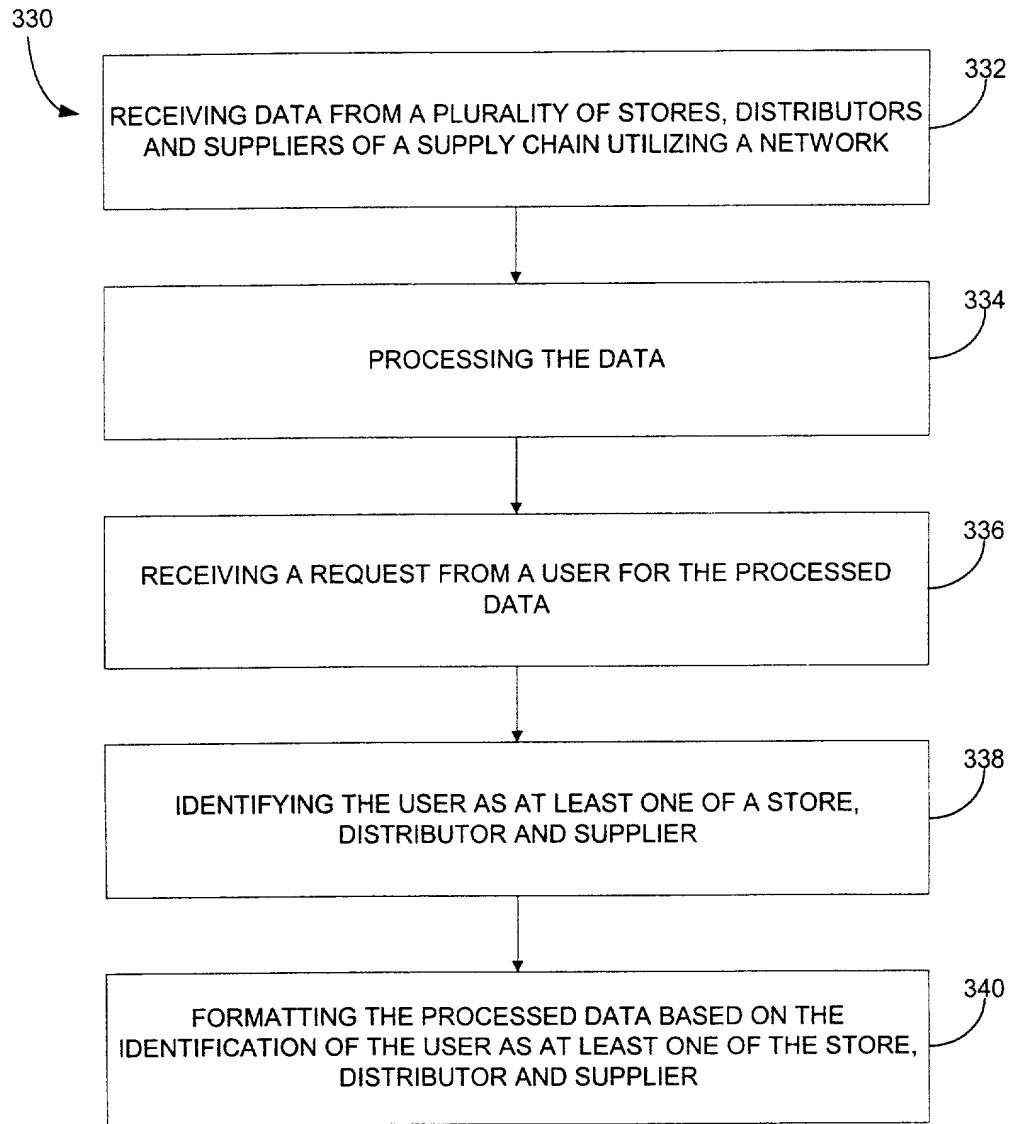


FIG. 3

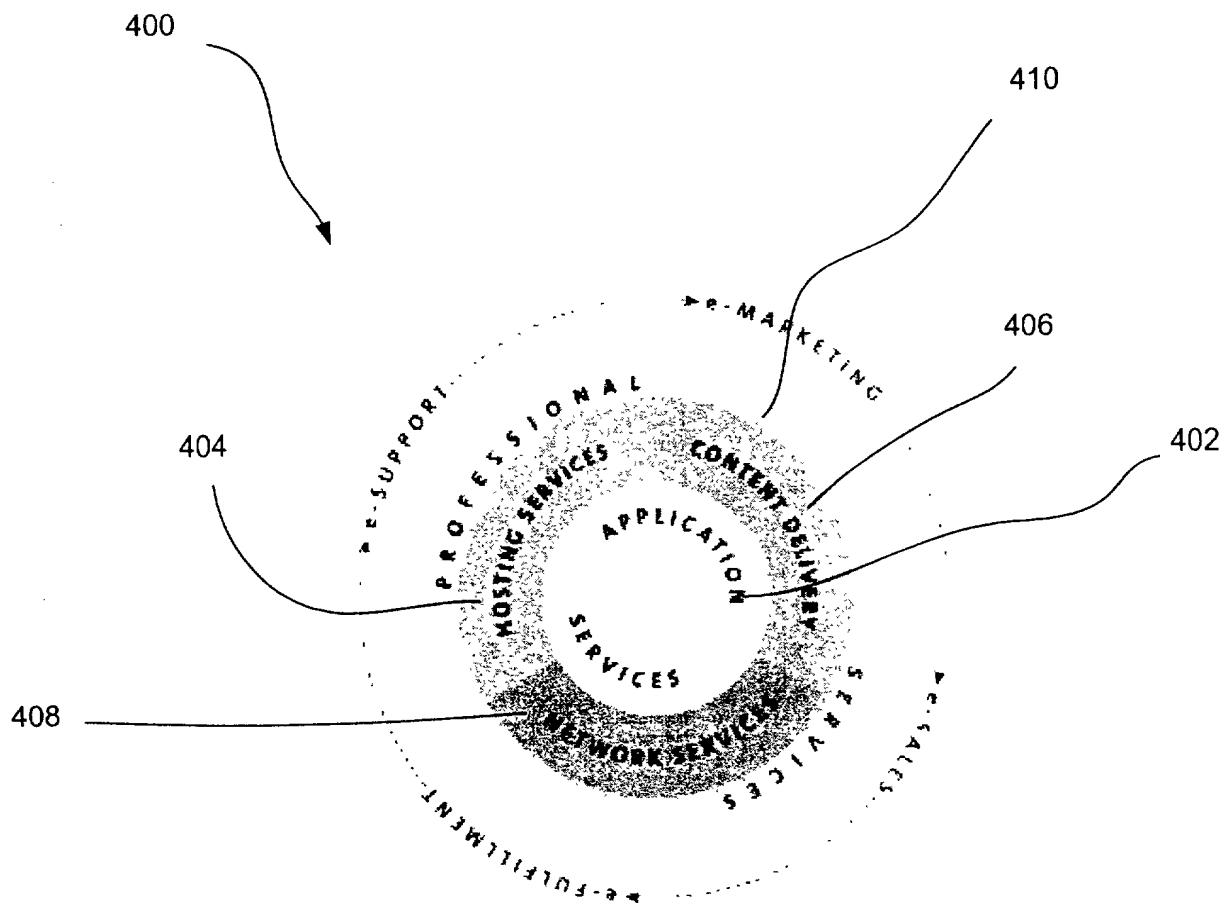


Fig. 4

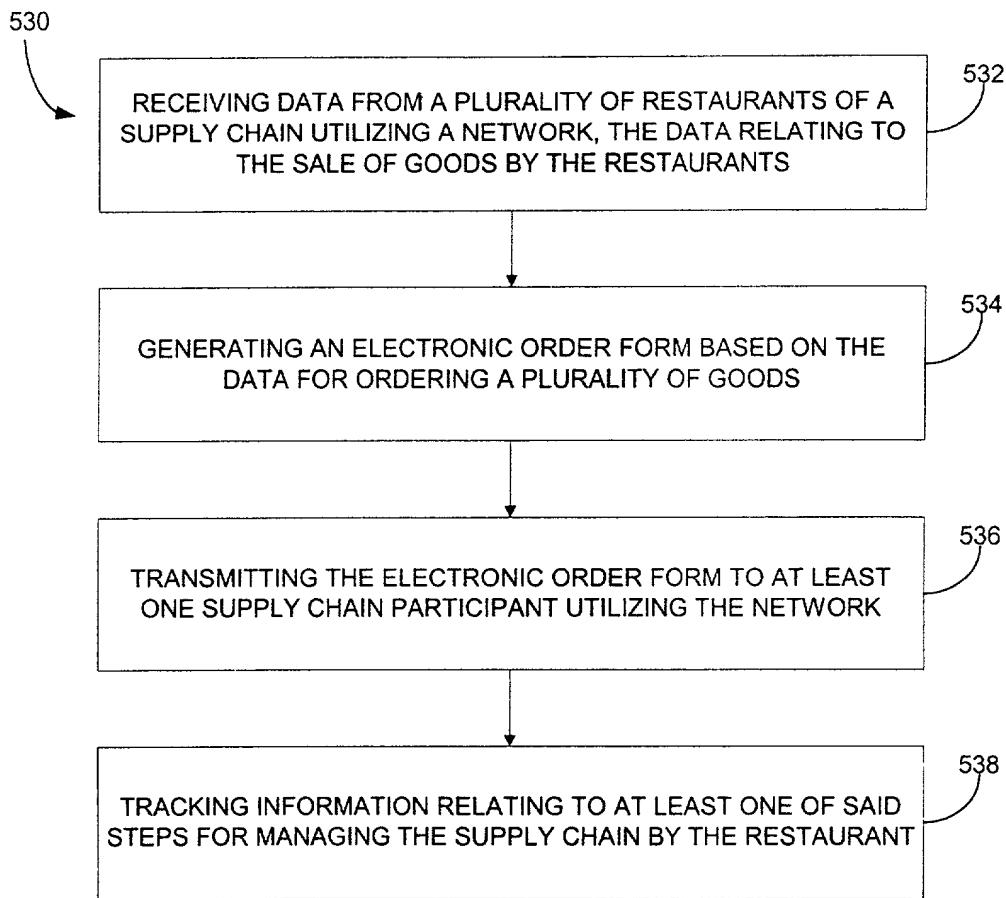


FIG. 5

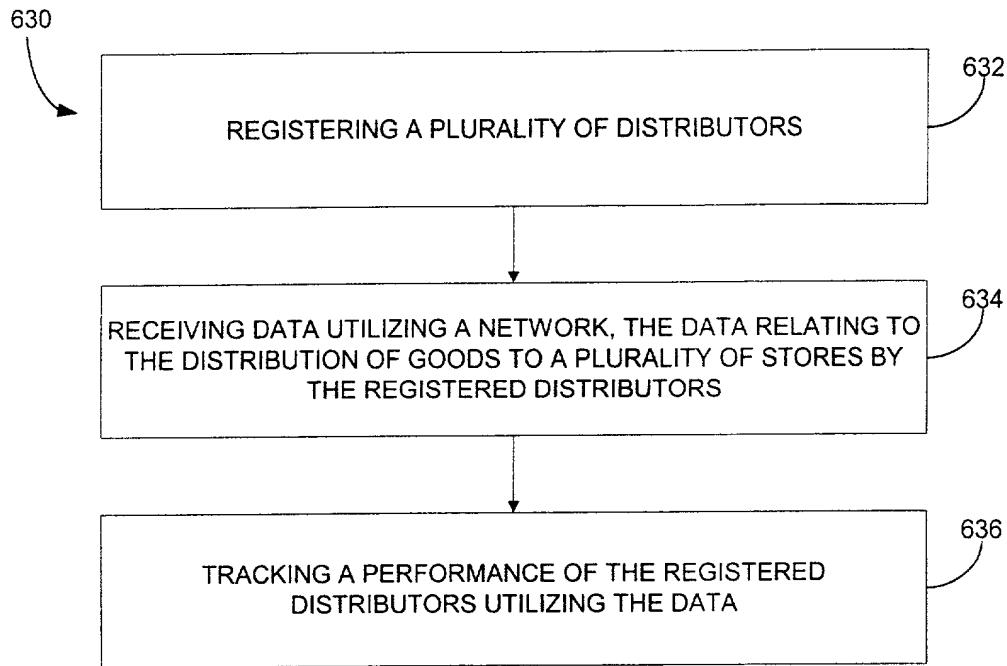


FIG. 6

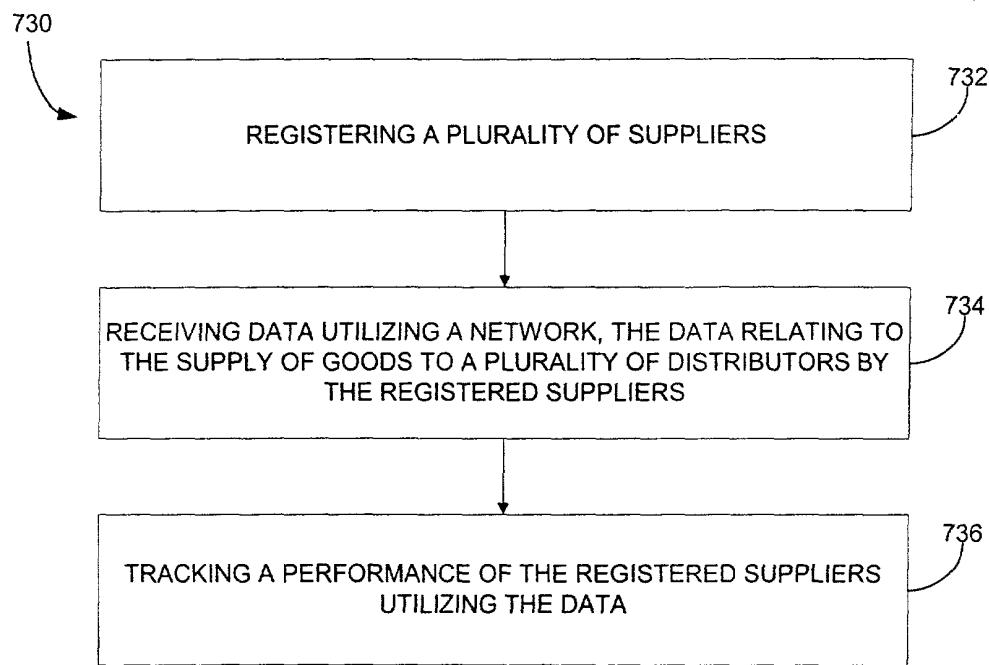


FIG. 7

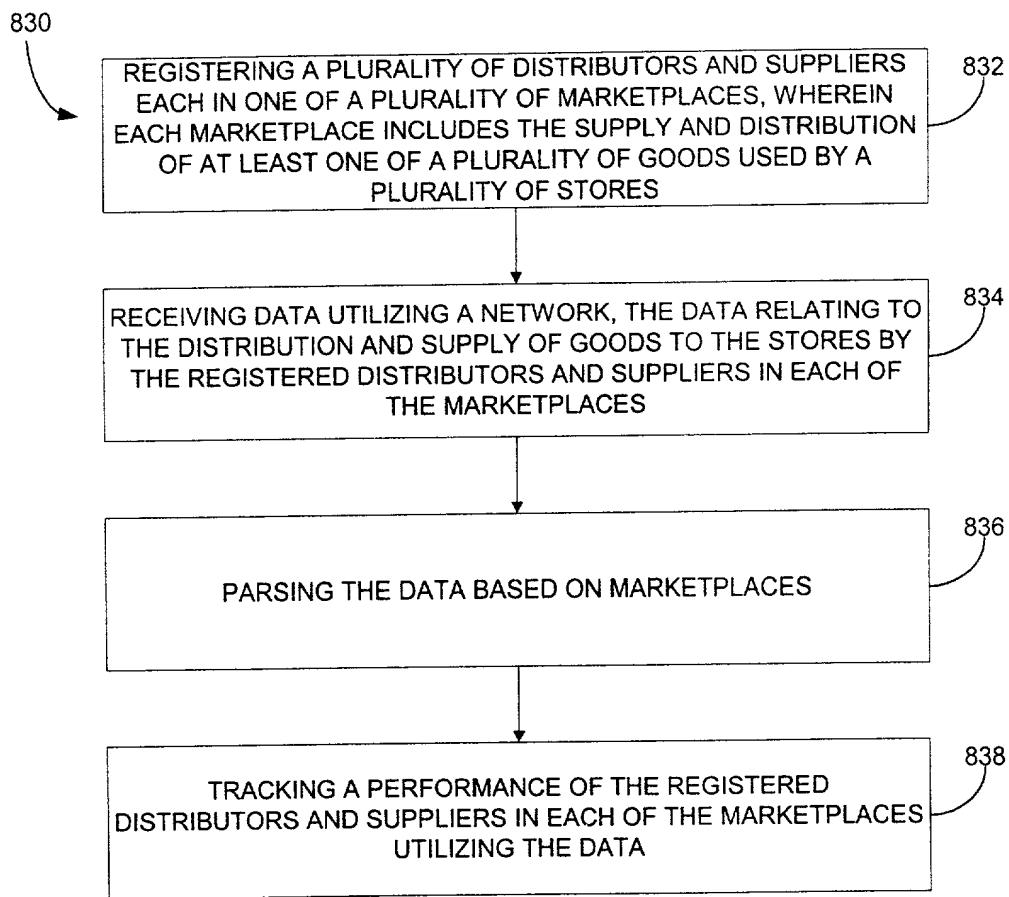


FIG. 8

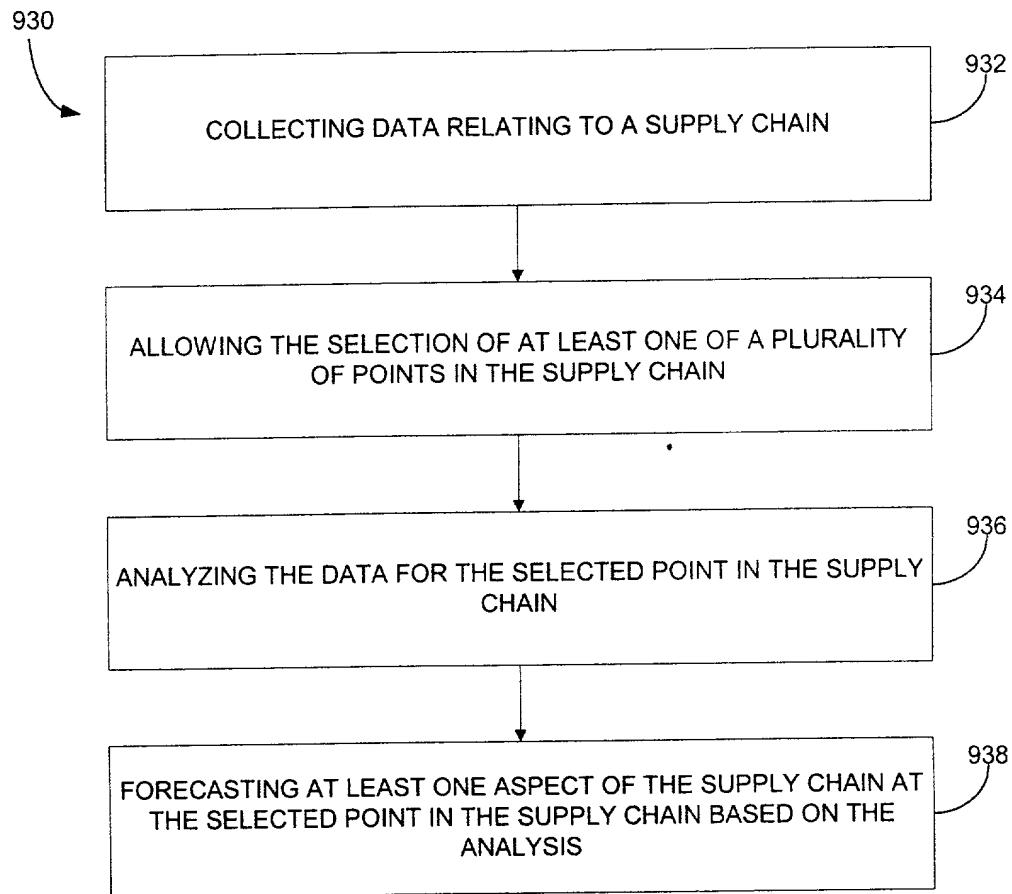


FIG. 9

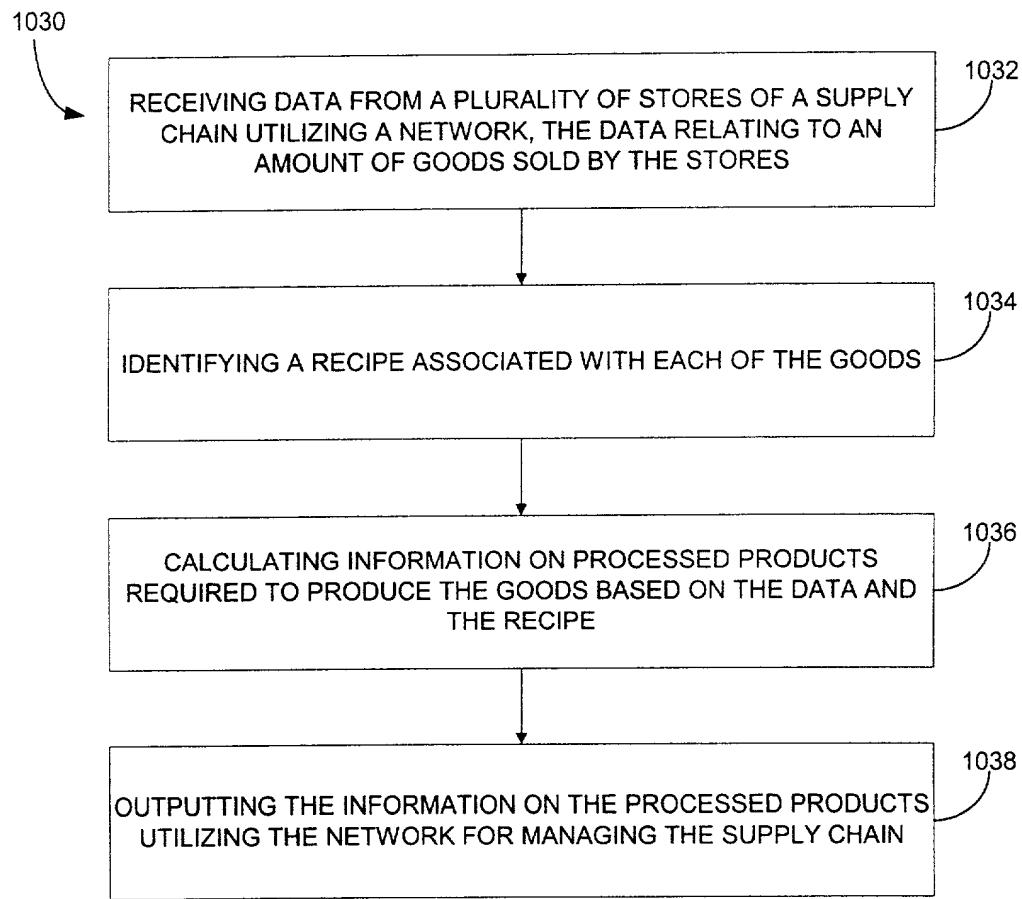


FIG. 10

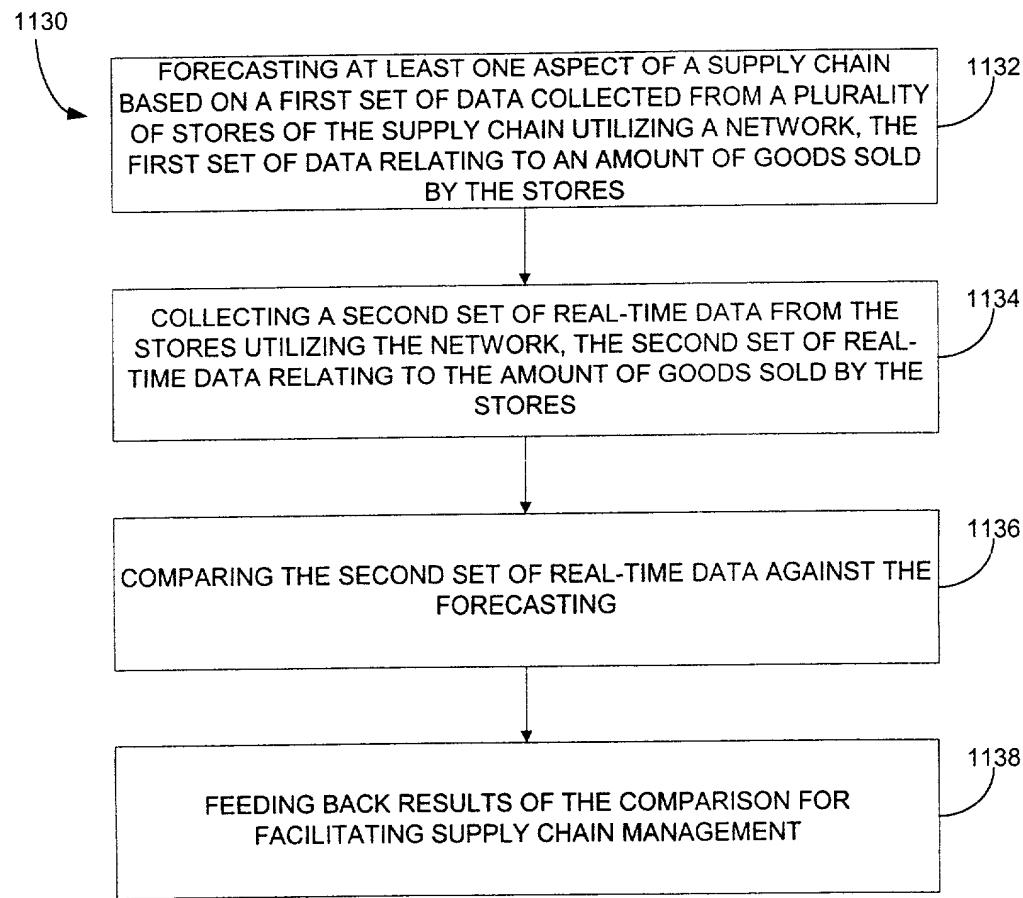


FIG. 11

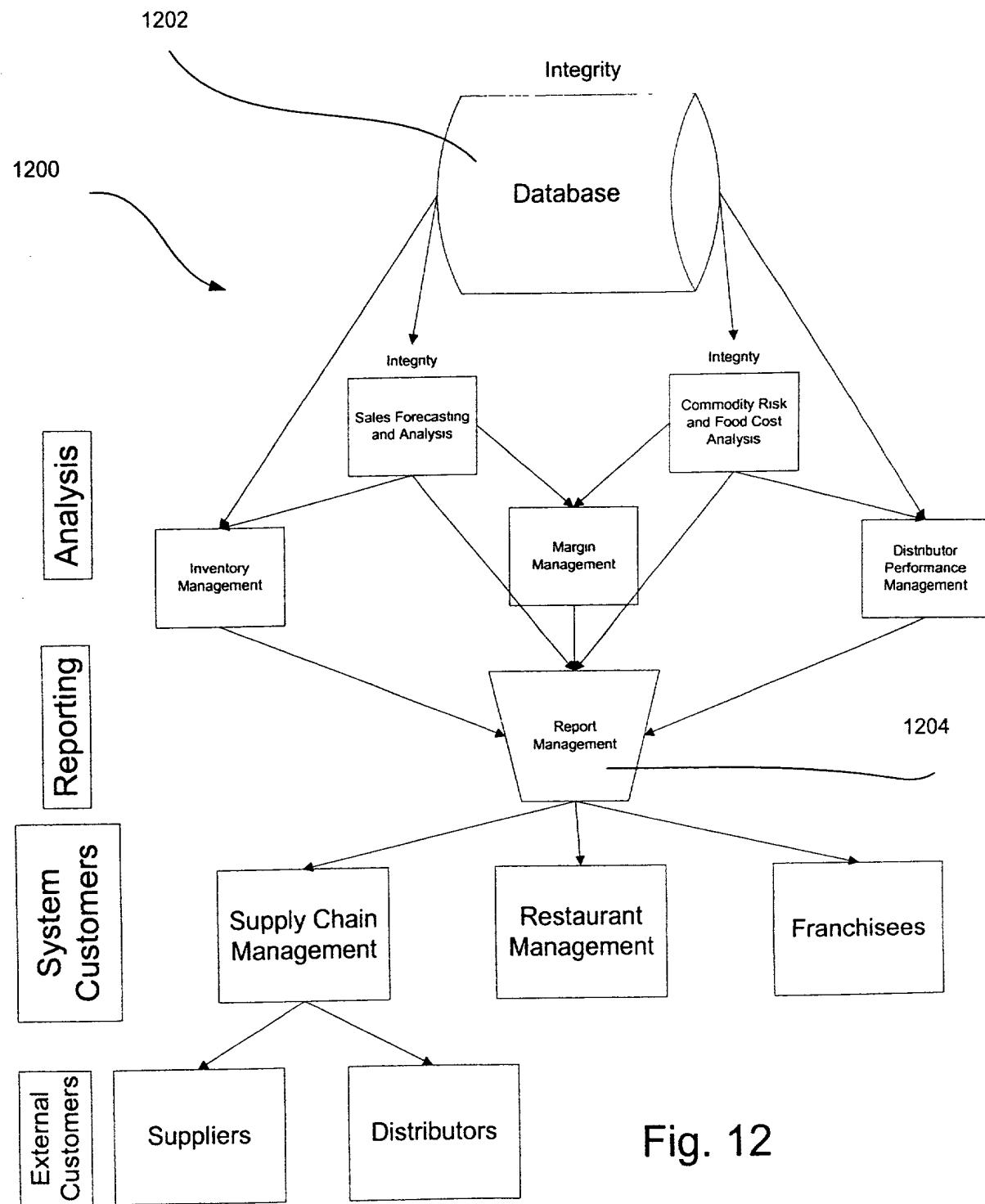


Fig. 12

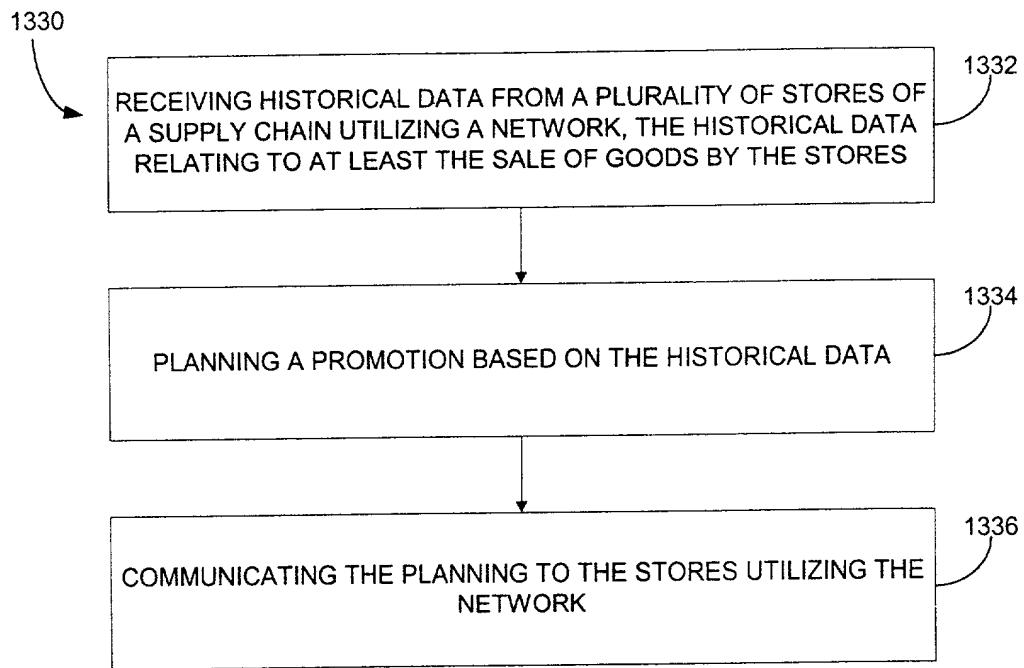


FIG. 13

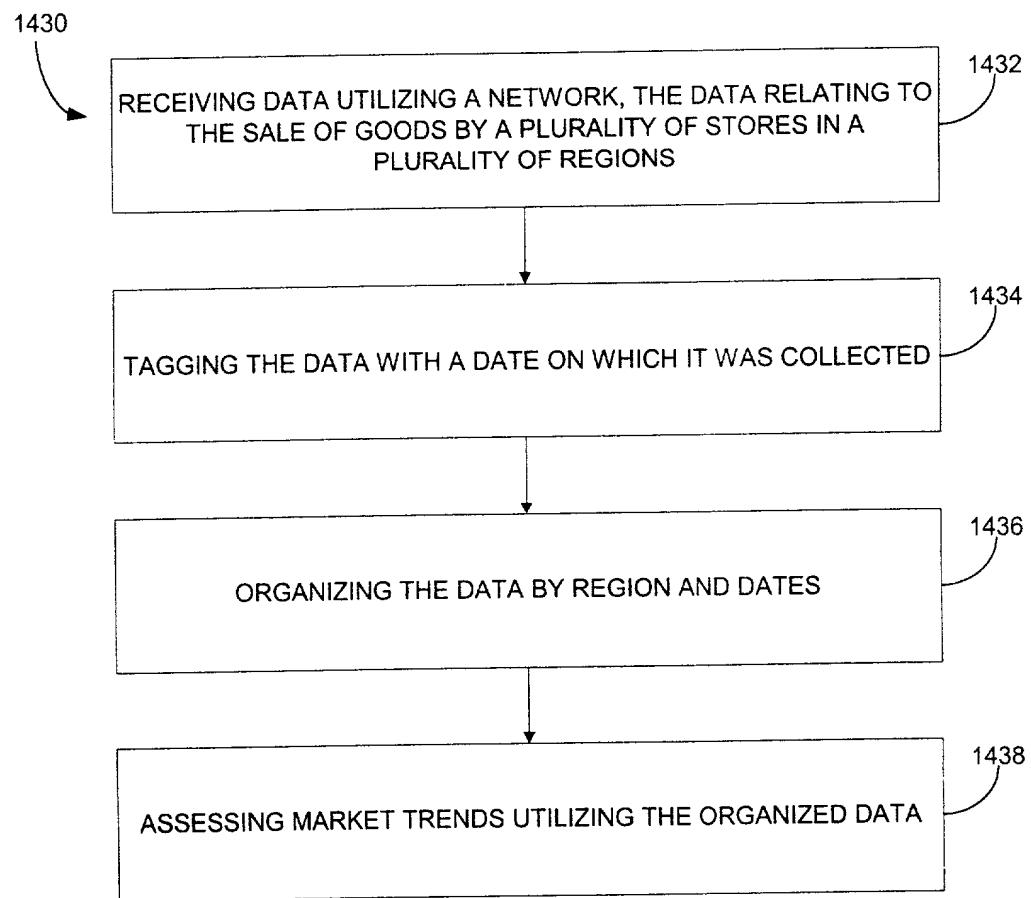


FIG. 14

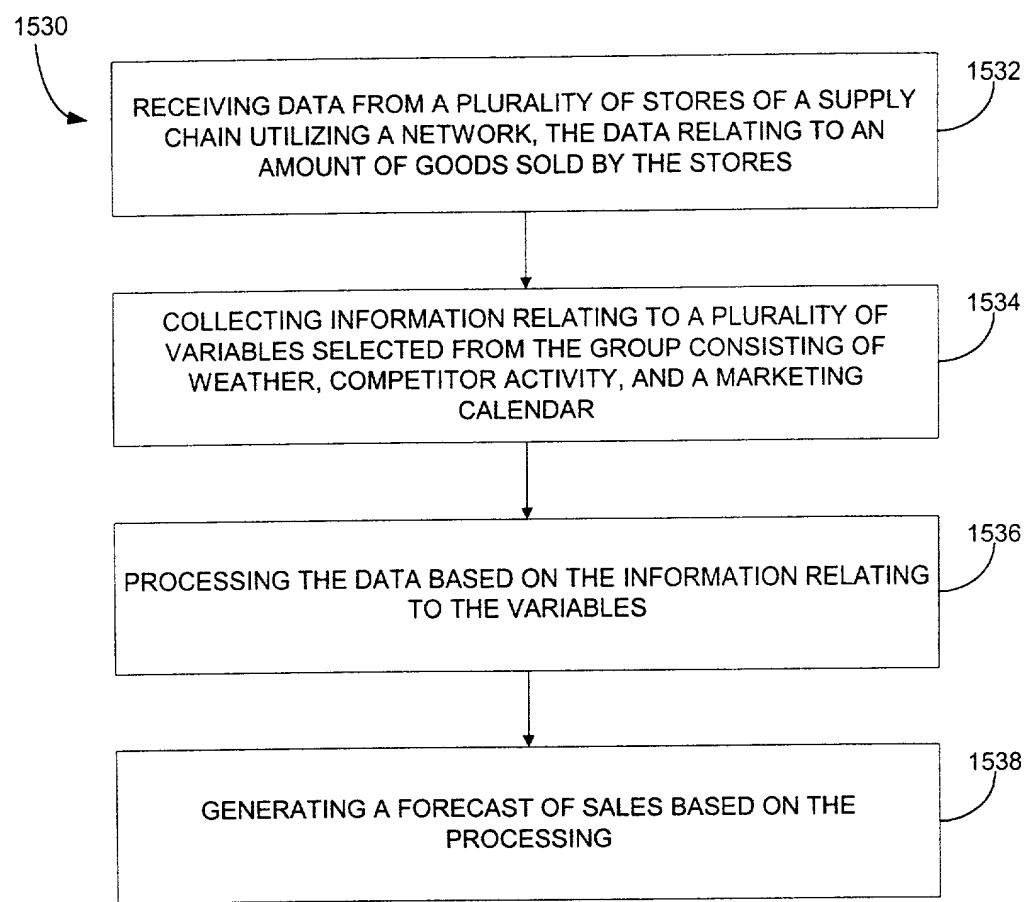


FIG. 15

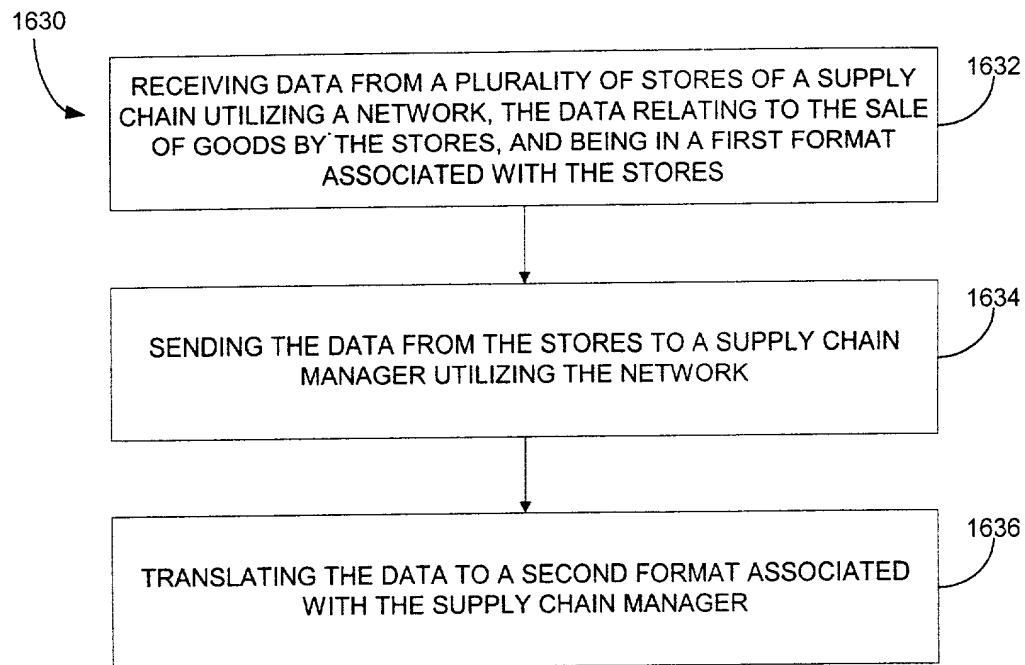


FIG. 16

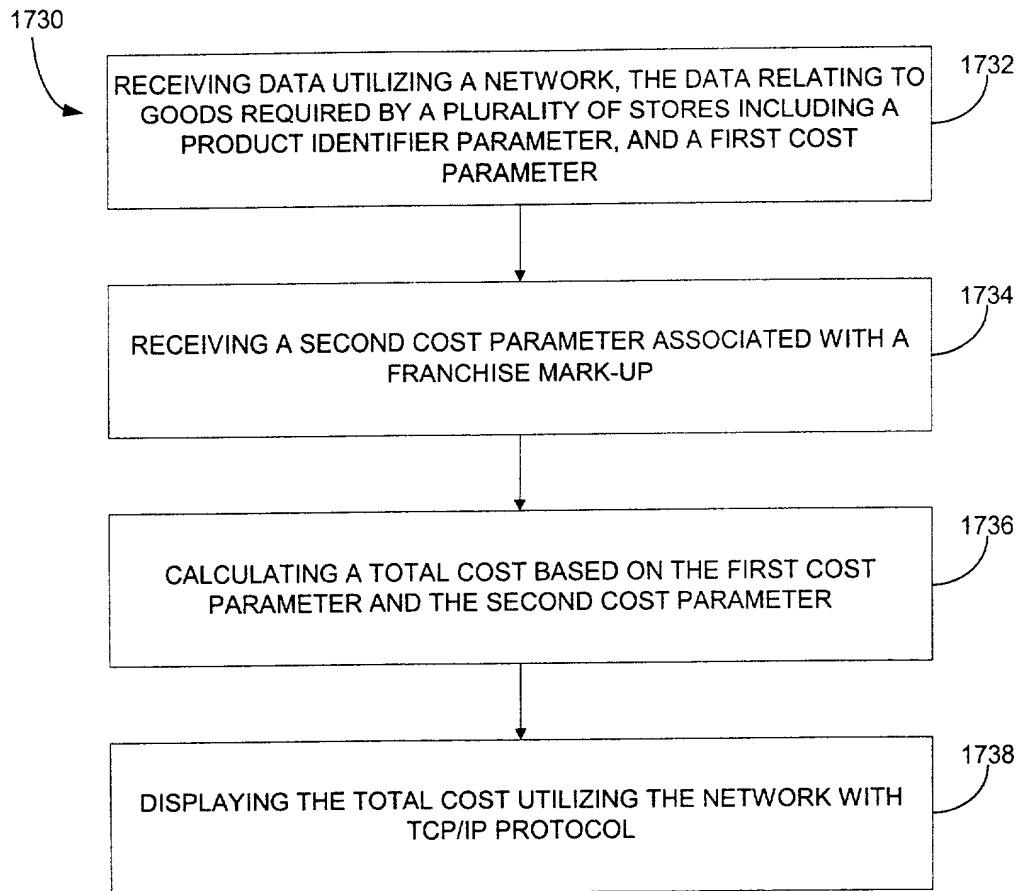


FIG. 17

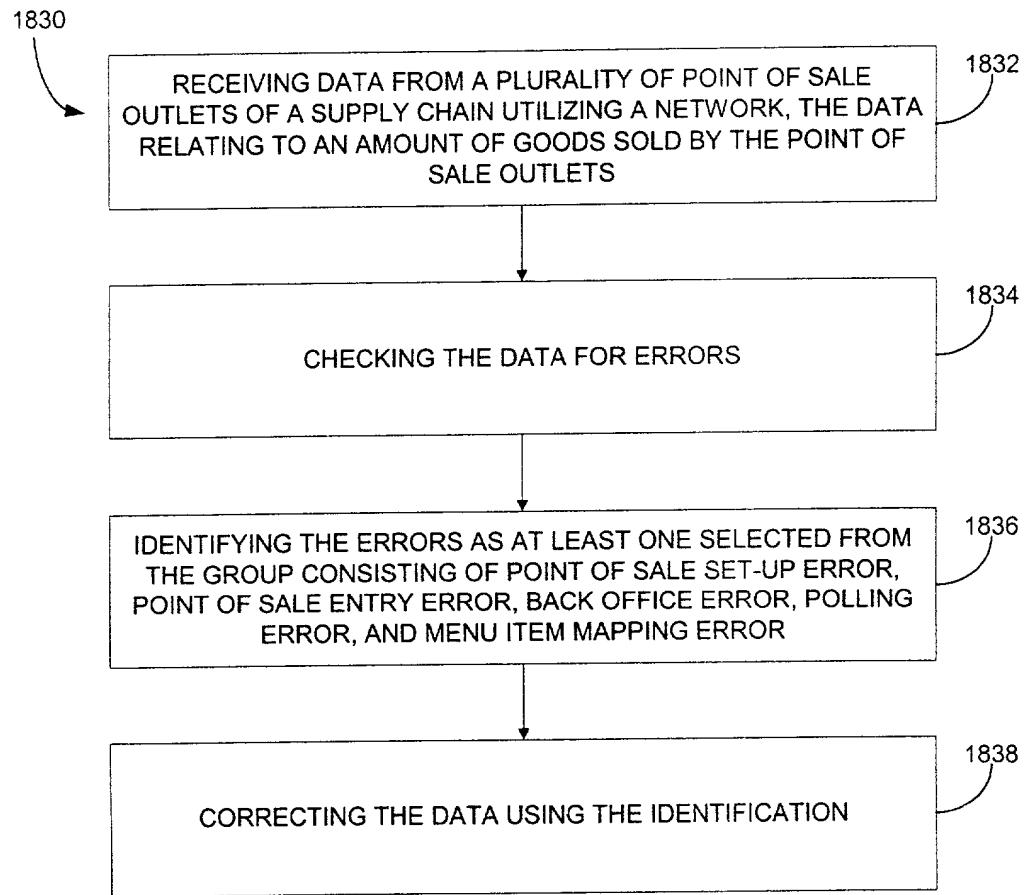


FIG. 18

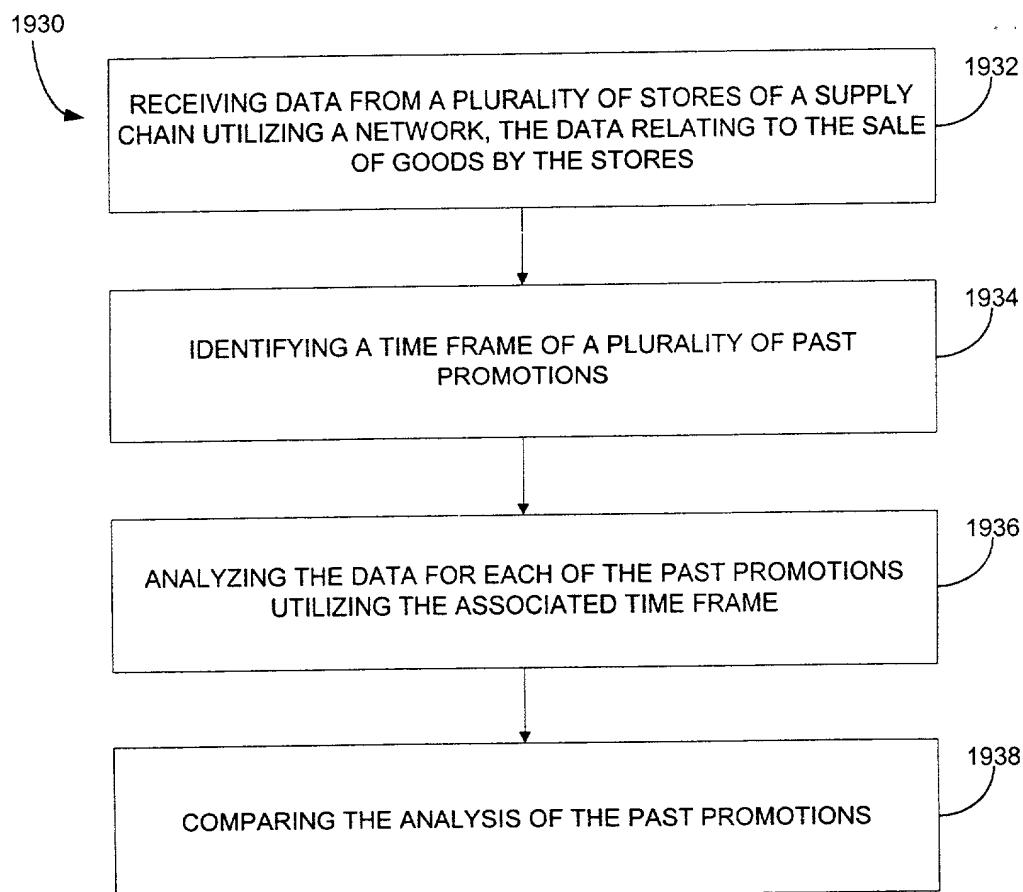


FIG. 19

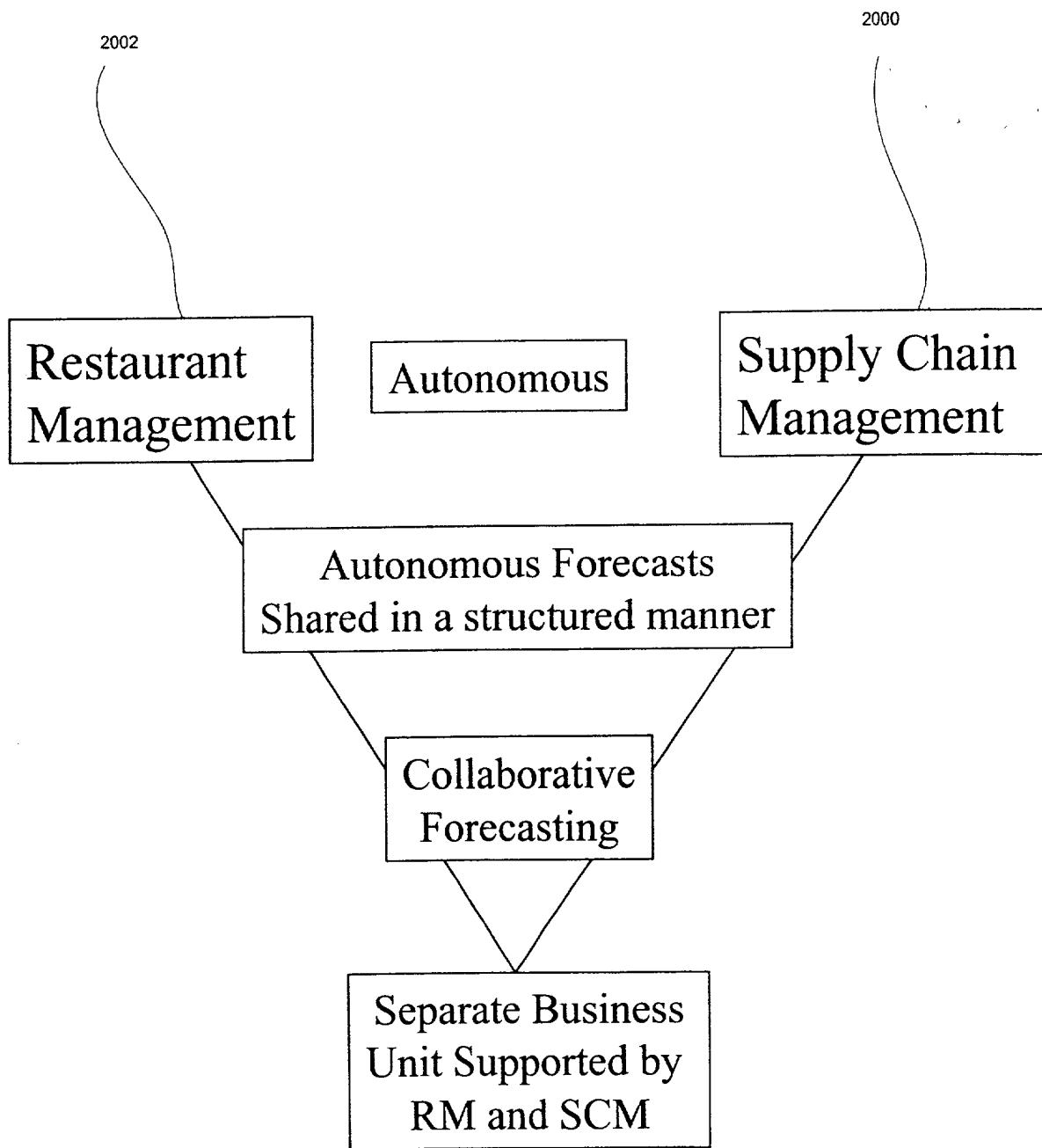


Fig. 20

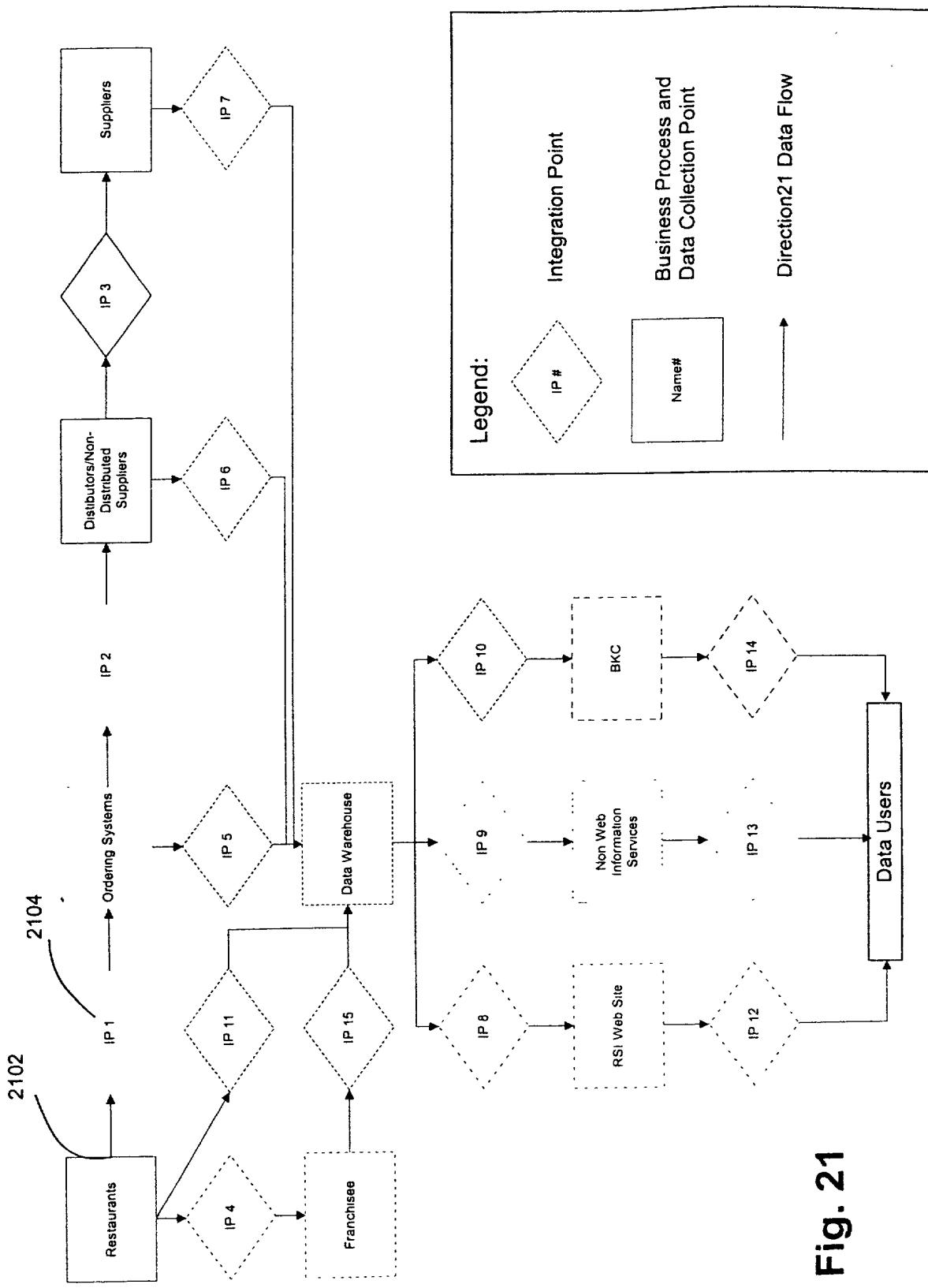


Fig. 21

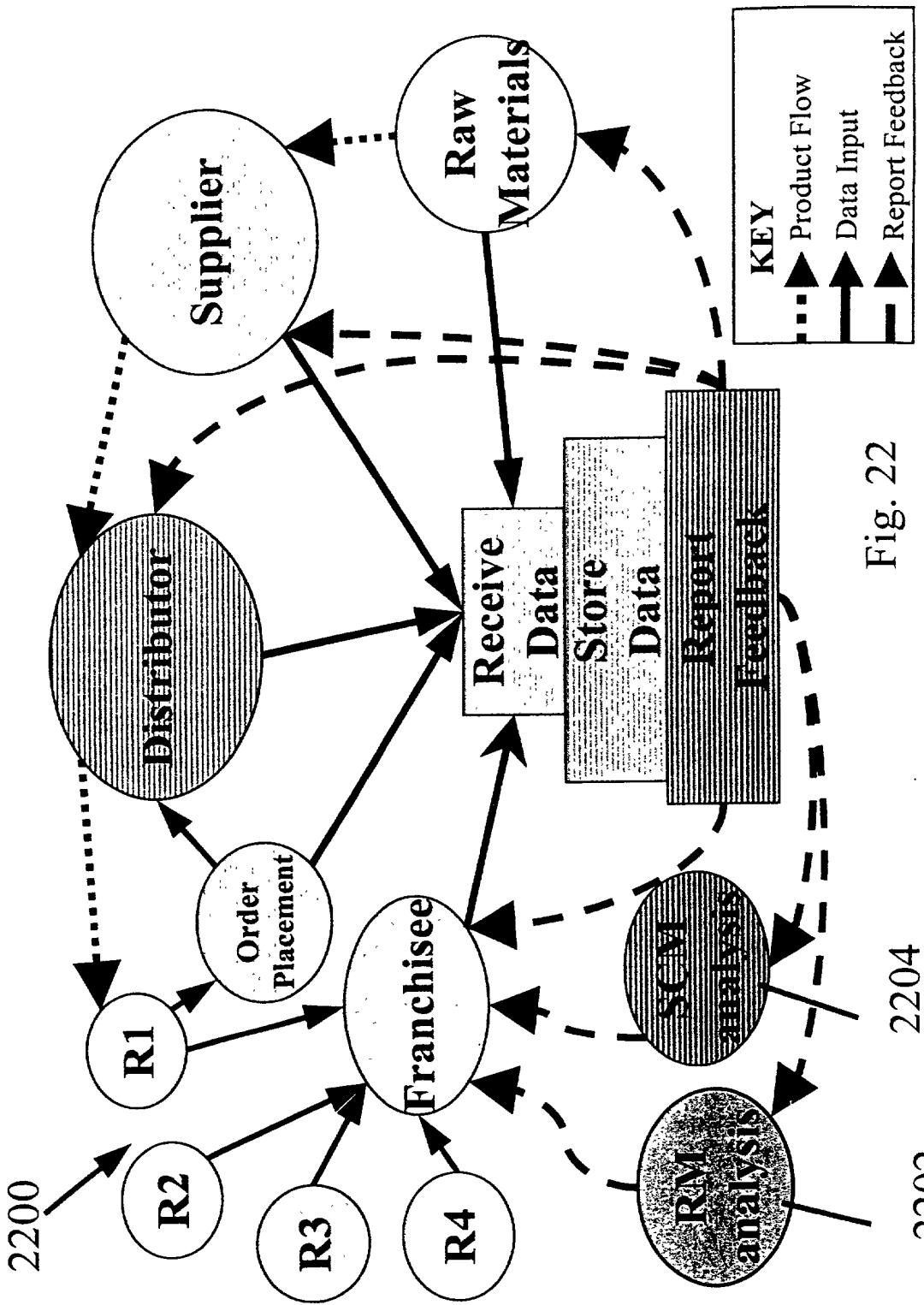


Fig. 22

2204

2202

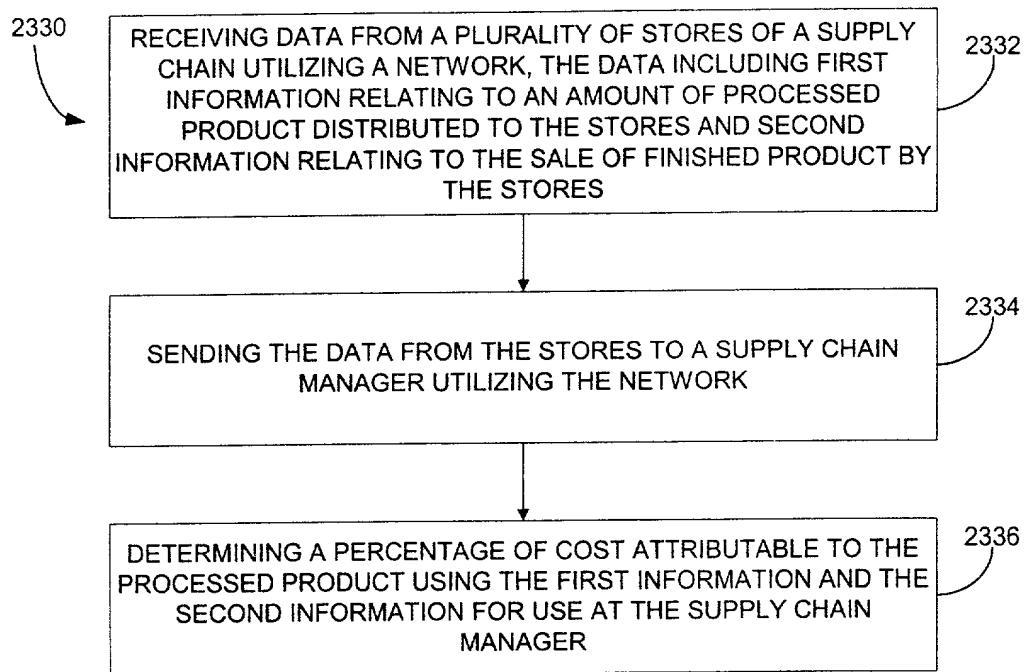


FIG. 23

FIG. 24

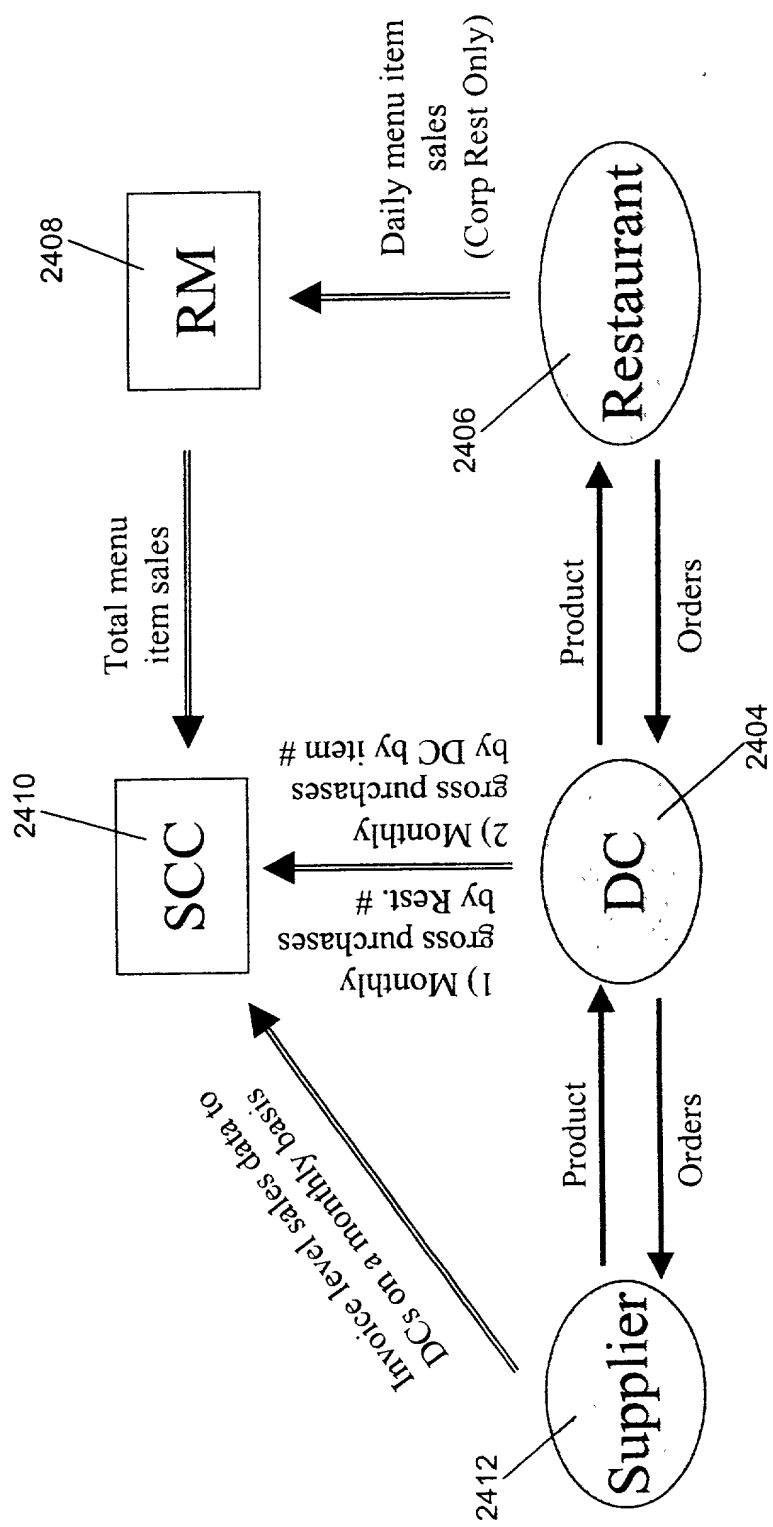


FIG. 25

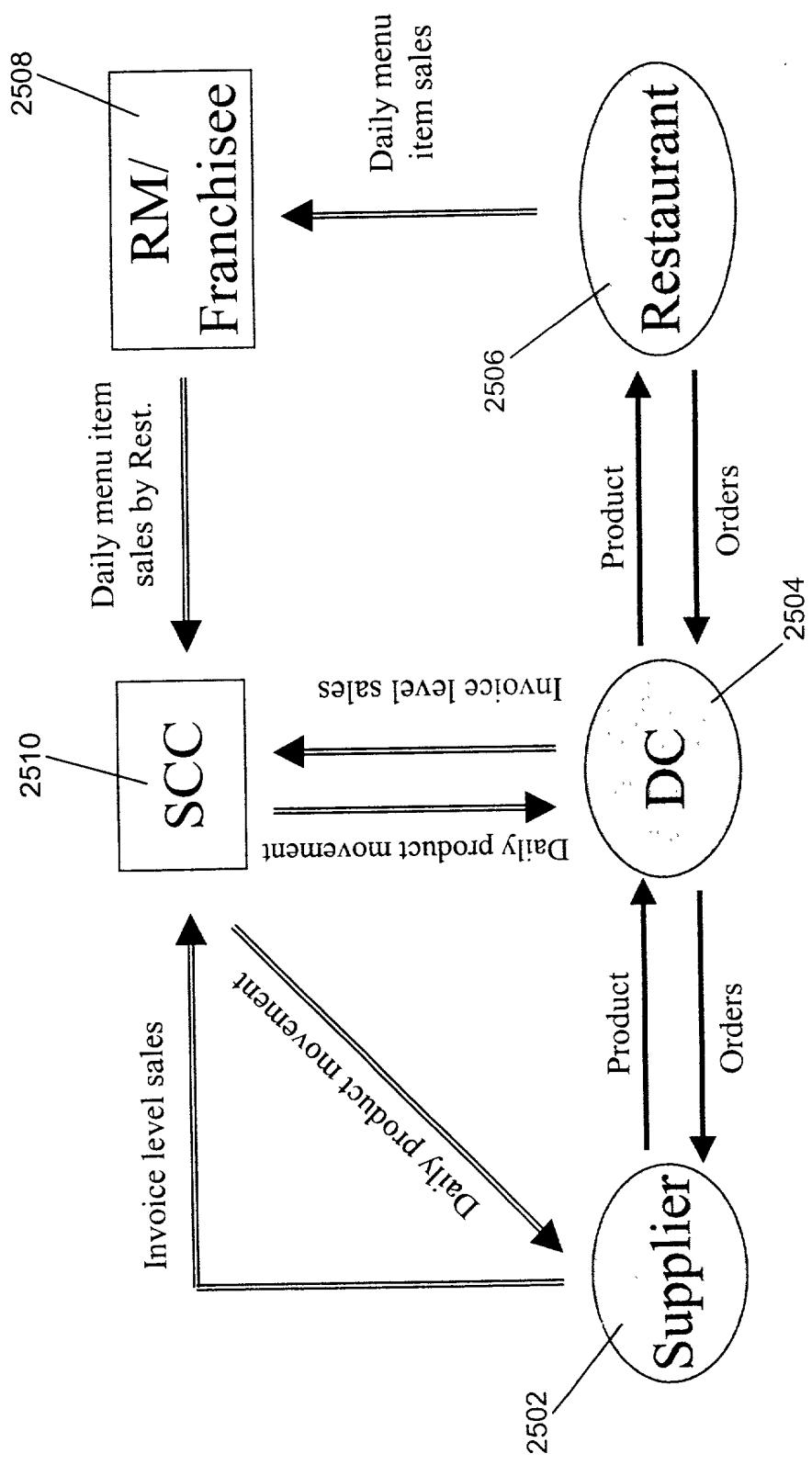


FIG. 26

FIG. 27

Promotional Monitor - System & Regional													
		History			Week #1								
		W-4	W-3	W-2	W-1	D+1	D+2	D+3	D+4	D+5	D+6	D+7	Total
<u>Total Sales(\$/Store)</u>		\$23,000	\$23,500	\$23,250	\$23,450	\$2,888	\$3,150	\$3,413	\$3,413	\$3,675	\$5,513	\$4,200	\$26,250
<u>Menu Item Sales for Key Products(units/restaurant/week)</u>													
Category	Segment												
Whopper	WHOPPERS	215	211	228	269	32	34	37	37	40	60	46	
	WHOPPERS W/CHEESE	146	142	148	162	18	20	21	21	23	35	26	
	YWW/M WHOPPERS	699	679	714	813	94	103	111	111	120	180	137	
	Whopper Total	1,060	1,032	1,090	1,244	144	157	170	170	183	275	209	
<u>Variance from Expected (Highlighted Areas are Outside of Expected Range)</u>													
Whopper	WHOPPERS	11.4%	-9.8%	-23.2%	-4.6%	2.3%	3.0%	1.0%	4.0%	11.0%	16.0%	8.0%	
	WHOPPERS W/CHEESE	8.1%	-8.4%	-24.5%	-5.8%	1.0%	4.0%	1.0%	4.0%	13.0%	14.0%	9.0%	
	YWW/M WHOPPERS	12.2%	-10.7%	-22.5%	-1.9%	3.0%	3.0%	1.0%	5.0%	16.0%	19.0%	7.0%	
	Whopper Total	10.6%	-9.6%	-23.4%	-4.1%	2.1%	3.3%	1.0%	4.3%	13.3%	16.3%	8.0%	

2700

2702

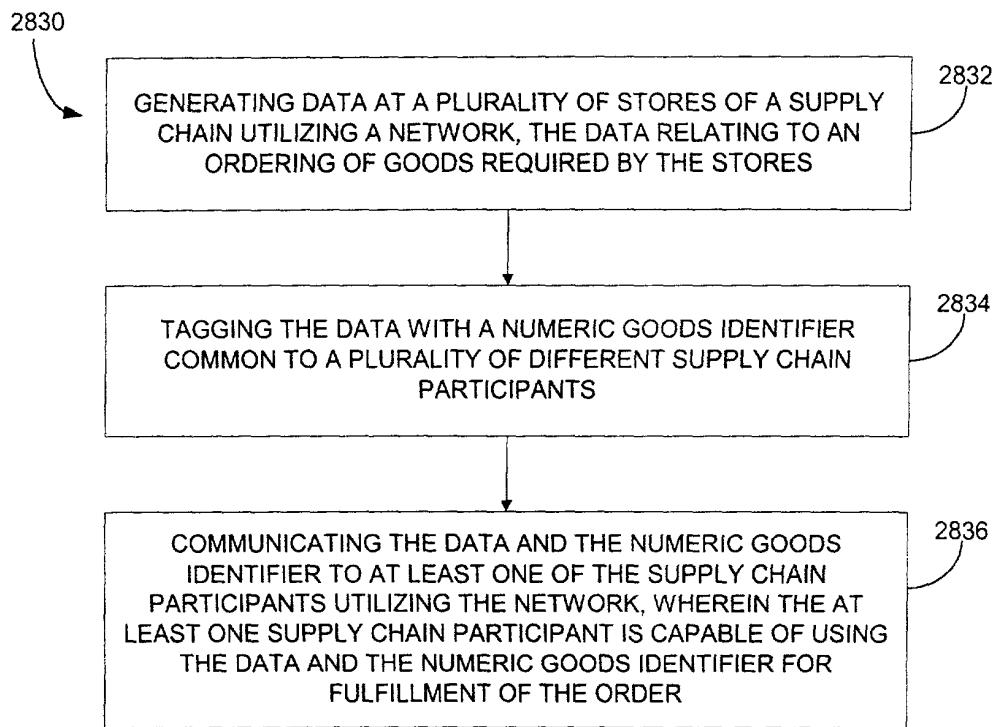


FIG. 28

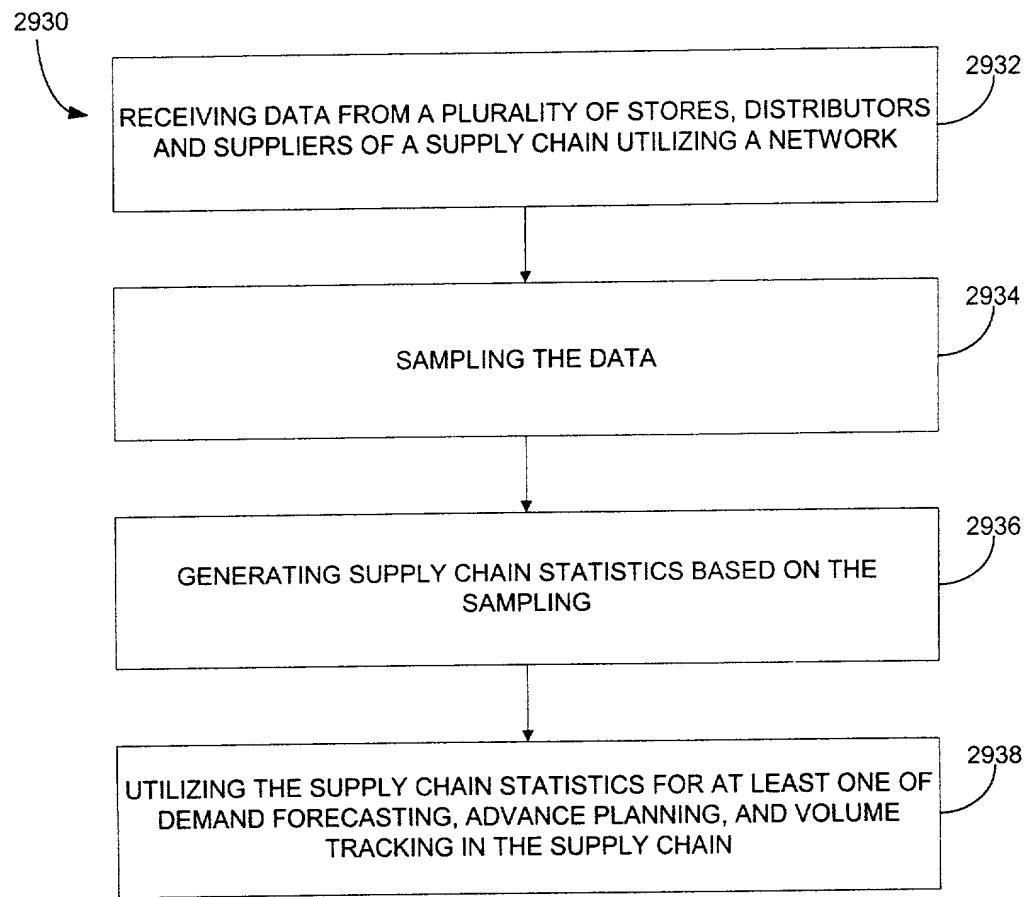


FIG. 29

3000
↓

Distribution Center: Alliant Topeka

Time Period (Month/Yr): Jun-00

Delivery Order Fill Rate

3002	Total Cases Ordered:	65712
Operations:	Warehouse Outs	Damages
Cases:	154	68
Percent:	0.23%	0.10%

3004	Purchasing:	Out of Stocks	Substitutions	Out of Code	Total Purchasing
	Cases:	990	70	1060	
	Percent:	1.51%	0.11%	0.00%	1.61%

Distribution Center Total:	Cases	Percent
Operations:	568	0.86%
Purchasing:	1060	1.61%
Grand Total:	1628	2.48%

Delivery Order Fill Rate: 97.52%

On-Time Delivery Rate

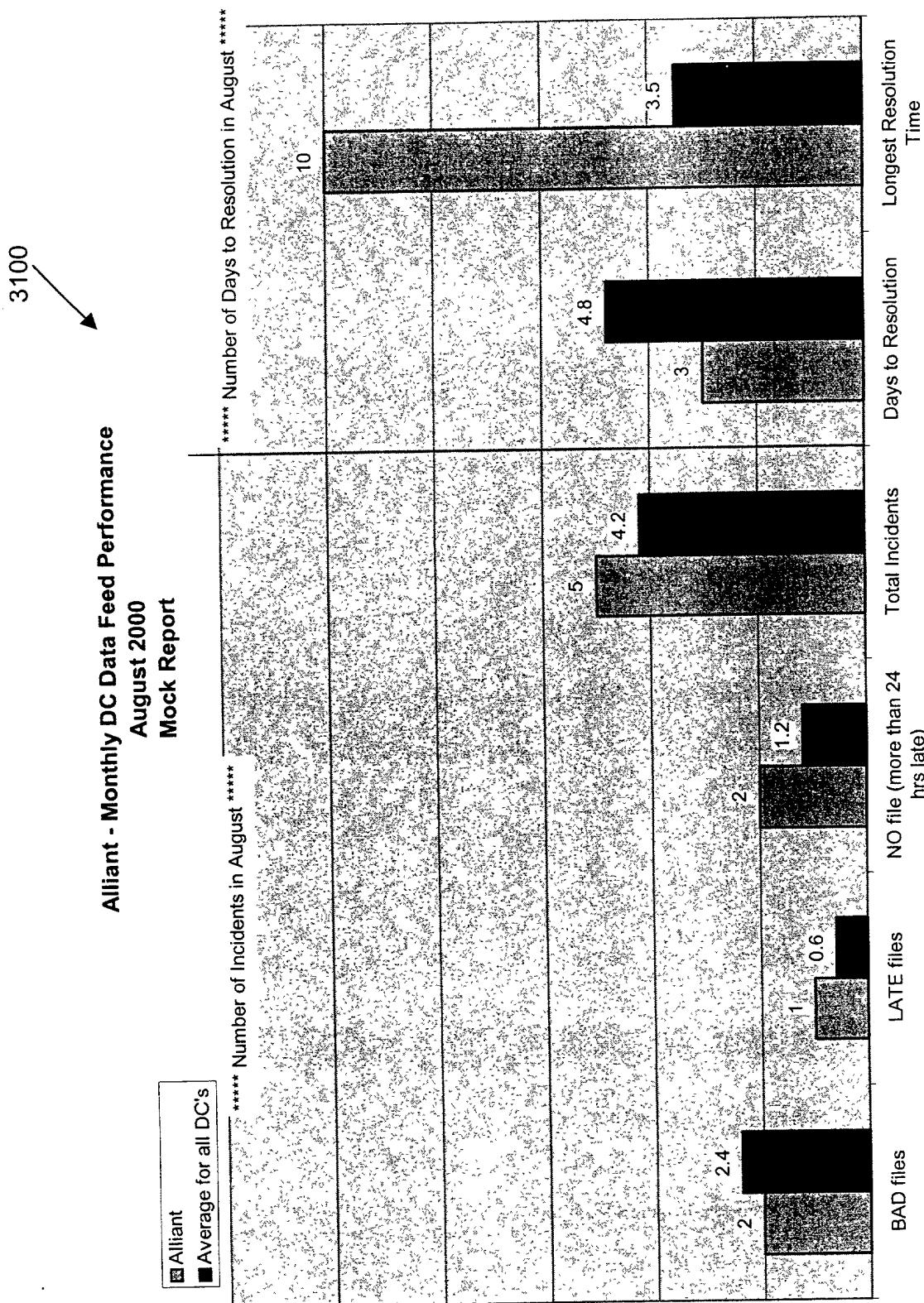
Total # of Deliveries:	1232
# of On-Time Deliveries:	725
On-Time Delivery Rate:	0.00%

Perfect Order Rate

Total # of Deliveries:	1232
Total # of Perfect Orders:	725
Perfect Order Rate:	58.85%

FIG. 30

FIG. 31



3200



Service Level Reporting August

	Fill Rate	On-Time	Perfect Order
Alliant-Paducah	99.14%	99.33%	99.33%
Alliant-Topeka	99.05%	99.33%	99.33%
Alliant Wixom	99.34%	99.33%	99.33%
King-Atlanta	78.70%	78.70%	78.70%
King-Jacksonville	78.70%	78.70%	78.70%
King-Louisville	78.70%	78.70%	78.70%
King-28, Conklin	99.41%	99.41%	99.41%
Maines 20, Cleveland	98.41%	98.41%	98.41%
Maines Long Island	79.83%	79.83%	79.83%
Maines New England	#DIV/0!	#DIV/0!	#DIV/0!
MBM Fullerton	99.13%	99.13%	99.13%
MBM Lewisville	99.13%	99.13%	99.13%
MBM Orlando	99.13%	99.13%	99.13%
MBM Rocky Mount	99.13%	99.13%	99.13%
McCabe's	#DIV/0!	#DIV/0!	#DIV/0!
McLane Lubbock	#DIV/0!	#DIV/0!	#DIV/0!
Nicholas & Co.	99.18%	99.18%	99.18%
PFD Supply	99.42%	99.42%	99.42%
PFG Victoria	99.20%	99.20%	99.20%
PYA/Monarch	99.05%	99.05%	99.05%
Reinhart-Cedar Rapids	99.31%	99.31%	99.31%
Reinhart-Oak Creek	99.31%	99.31%	99.31%
Reinhart-Rogers	99.03%	99.03%	99.03%
Restaurants NW	99.03%	99.03%	99.03%
Shamrock Commerce City	98.81%	98.81%	98.81%
Shamrock Phoenix	98.81%	98.81%	98.81%
Syigma Harrisburg	99.50%	99.50%	99.50%
Syigma Stockton	99.50%	99.50%	99.50%
Sysco	99.50%	99.50%	99.50%

	Fill Rate	On - Time	Perfect Order
BKC Min	98.50%	90.00%	78.00%
RSI Min	99.50%	90.00%	80.00%

OK
Didn't meet RSI Min
Didn't meet BK Min

FIG. 32

FIG. 33

Vendor:	XYZ Company	Time Period:	Aug-00	Delivery Statistics:	3300	Inventory Management:	3300	Invoice, Payment and Pricing:	3300	Invoice Accuracy:	3300
DC Requested Lead-Time	4	DC Adherence to Lead-Time	95%	Average Days On Hand	19	SKU #1	22	Days for Payment	12	Invoice Fill Rate	97.25%
Days Delivery Late	1.7	On-Time Delivery Percentage	95%	SKU #2	40	SKU #2	32	Monthly FOB Variance	\$ 30,152	PO Accepted Rate	99.00%
Hours Delivery Late	0.93	Hours Delivery Late	0.93	Max Days On Hand	40	Average as % FOB	1.25%	Monthly Freight Variance	\$ 3,594	Perfect Order Percentage	92.34%
				SKU #1	33,746			Monthly Total Variance	\$ 33,746		

FIG. 34

H & H Foods - Monthly Supplier Data Feed Performance

August 2000

Mock Report

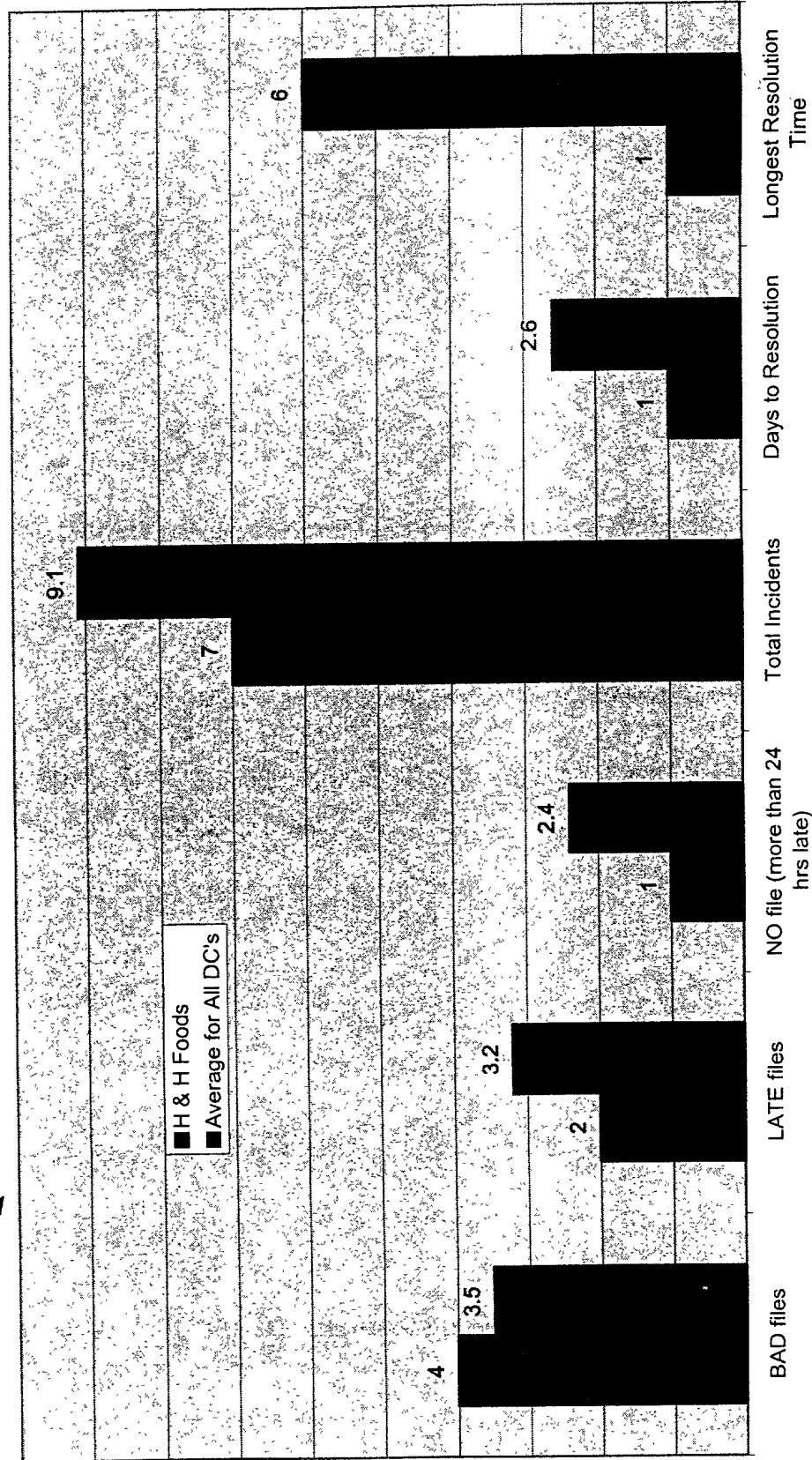


FIG. 35



3500

Service Level Reporting November - Mock Report

Supplier	Monthly Total	Overcharge	Perfect Order Percentage	Monthly Carrying % Invoice FOB
GOODIES	\$10,000.00	\$0.00	100.00%	3.00%
COMARK INSTRUMENTS, INC.	\$10,000.00	\$0.00	100.00%	3.00%
WHITEFORD FOODS, INC.	\$10,000.00	\$0.00	100.00%	3.00%
LEPAGE BAKERY/ COUNTRY KITCHEN	\$10,000.00	\$0.00	100.00%	3.00%
NCR SYSTEMEDIA	\$10,000.00	\$0.00	100.00%	3.00%
SIGNATURE MEATS GROUP	\$10,000.00	\$0.00	100.00%	3.00%
SCHWEBEL'S BAKING CO.	\$10,000.00	\$0.00	100.00%	3.00%
MAUI CUP	\$10,000.00	\$0.00	100.00%	3.00%
MIRA PLASTICS	\$10,000.00	\$0.00	100.00%	3.00%
DIXIE PRODUCE & PACKAGING	\$10,000.00	\$0.00	100.00%	3.00%
NOR-LAKE, INC.	\$10,000.00	\$0.00	100.00%	3.00%
FORT JAMES OPERATING COMPANY	\$10,000.00	\$0.00	100.00%	3.00%
FRESH ADVANTAGE, KG	\$10,000.00	\$0.00	100.00%	3.00%
SILVER KING - MN - CORP	\$10,000.00	\$0.00	100.00%	3.00%
TYSON FOODS	\$10,000.00	\$0.00	100.00%	3.00%
READY ACCESS	\$10,000.00	\$0.00	100.00%	3.00%
GEORGIA PACIFIC TISSUE	\$10,000.00	\$0.00	100.00%	3.00%
CLOUGHERTY PACKING	\$10,000.00	\$0.00	100.00%	3.00%
BEVERAGE AIR	\$10,000.00	\$0.00	100.00%	3.00%
COMPONENT HARDWARE GROUP, INC.	\$10,000.00	\$0.00	100.00%	3.00%
COCA-COLA USA	\$10,000.00	\$0.00	100.00%	3.00%
TOASTMASTER	\$10,000.00	\$0.00	100.00%	3.00%
GRANT COUNTY FOODS	\$10,000.00	\$0.00	100.00%	3.00%
FRESH EXPRESS	\$10,000.00	\$0.00	100.00%	3.00%
TAYLOR FARMS	\$10,000.00	\$0.00	100.00%	3.00%
MODULAR DISPENSING SYSTEM	\$10,000.00	\$0.00	100.00%	3.00%
CENTURY PRODUCTS, LLC	\$10,000.00	\$0.00	100.00%	3.00%
ROSE PACKING COMPANY	\$10,000.00	\$0.00	100.00%	3.00%

RSI Min	Monthly Total Overcharge	Perfect Order Percentage	Monthly Carrying % Invoice FOB
	\$5,000.00	92.00%	3.00%

OK	Didnt meet RSI Min
----	--------------------

Mock Report/1

3600
→

	FY-01	Oct-00	Nov-00	Dec-00	Jan-01	Feb-01	Mar-01	Apr-01	May-01
<i>Food Cost Index</i>									
Plan	99.75	99.69	99.20	98.63	100.33	100.49	101.12	100.44	99.92
Actual		99.10	98.90						
Variance		0.59	0.30						
Good/(Bad)									
<i>Total Dollar Purchases (in Millions) /2</i>									
Plan	\$2,237.24	\$183.98	\$182.73	\$184.54	\$187.33	\$187.03	\$189.14	\$187.47	\$186.83
Actual		\$182.84	\$182.08						
Variance		\$1.14	\$0.65						
Good/(Bad)		0.6%	0.4%						

/1 Includes on food cost index items.

/2 Based on FY 99 Sales Volumes

FIG. 36

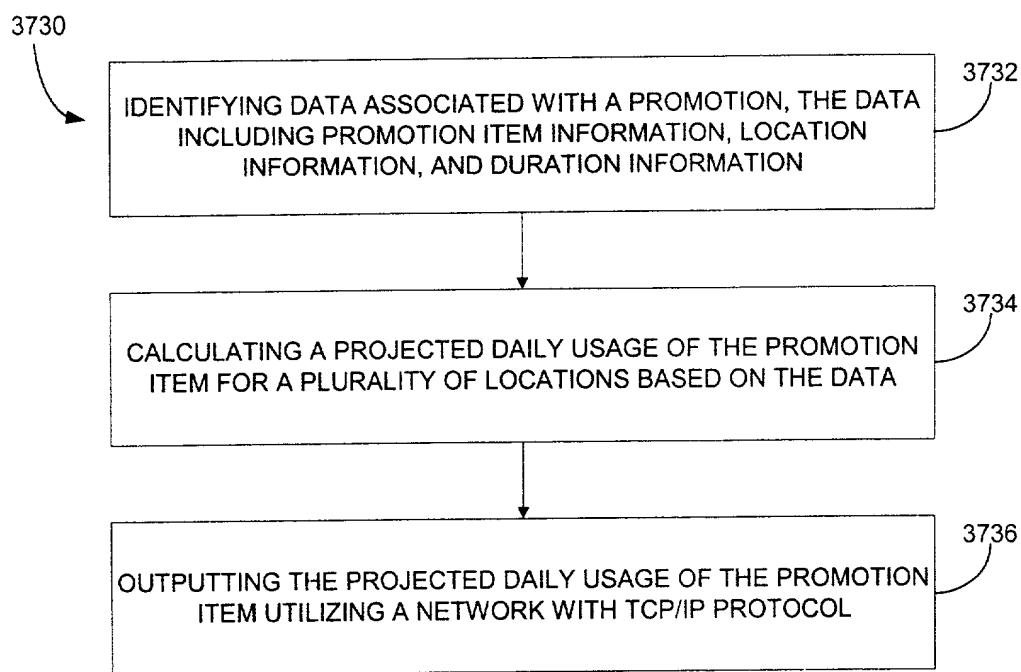


FIG. 37

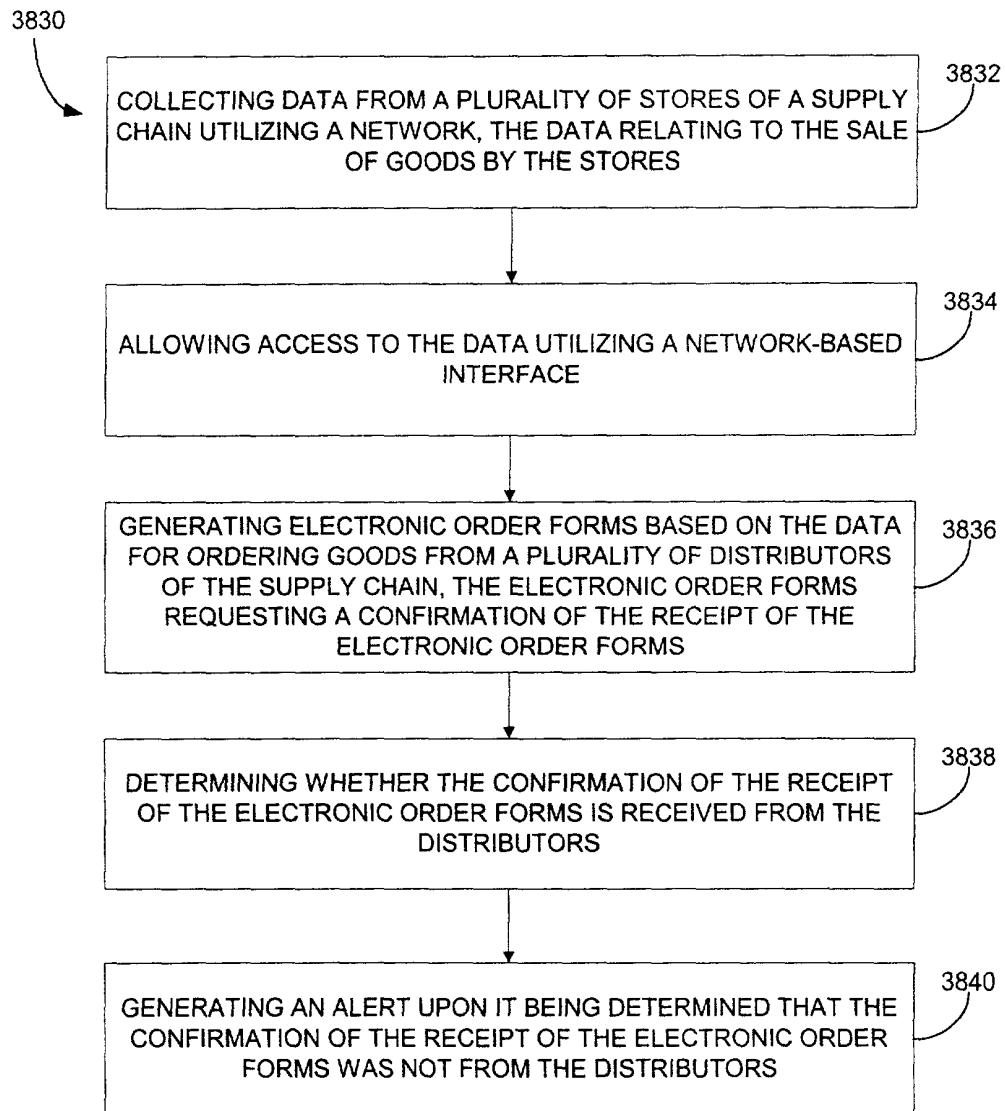


FIG. 38

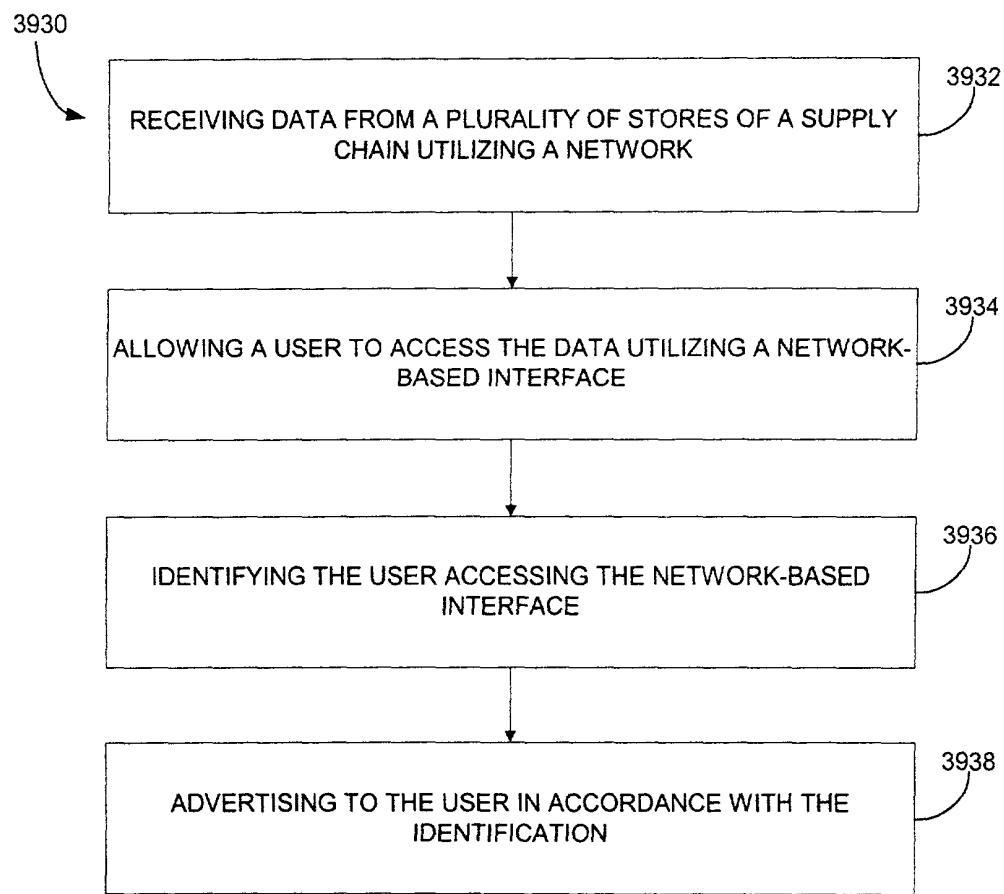


FIG. 39

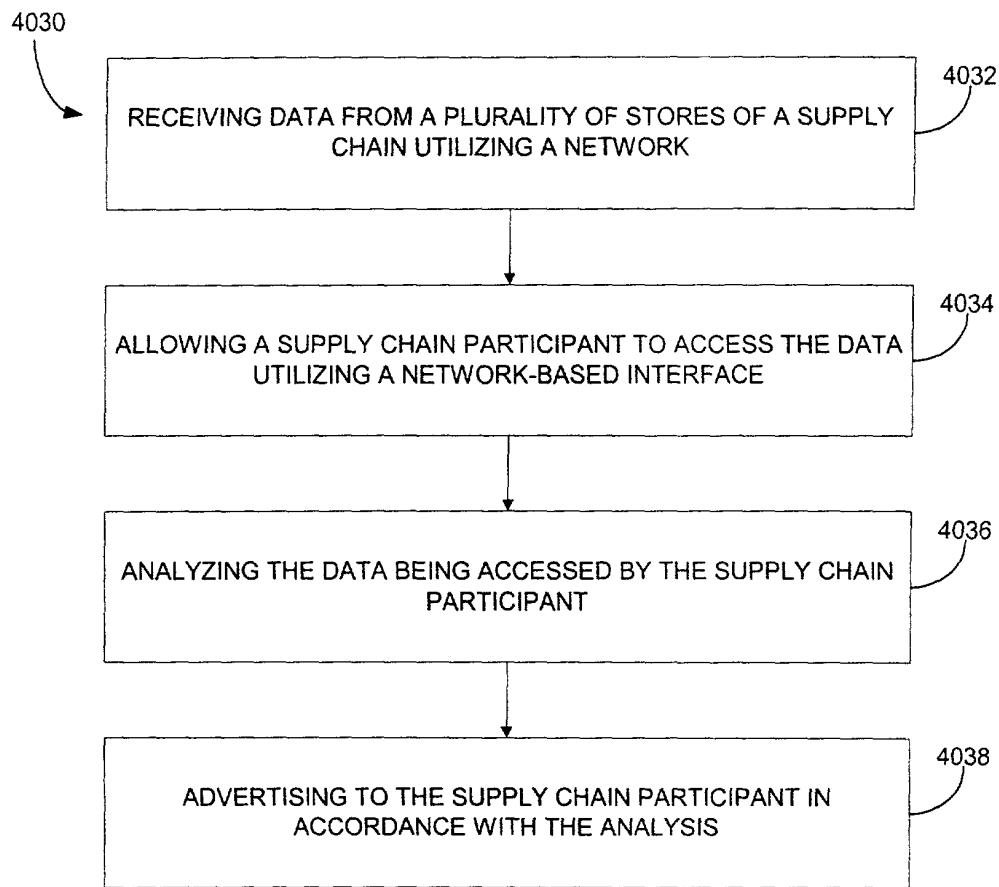


FIG. 40

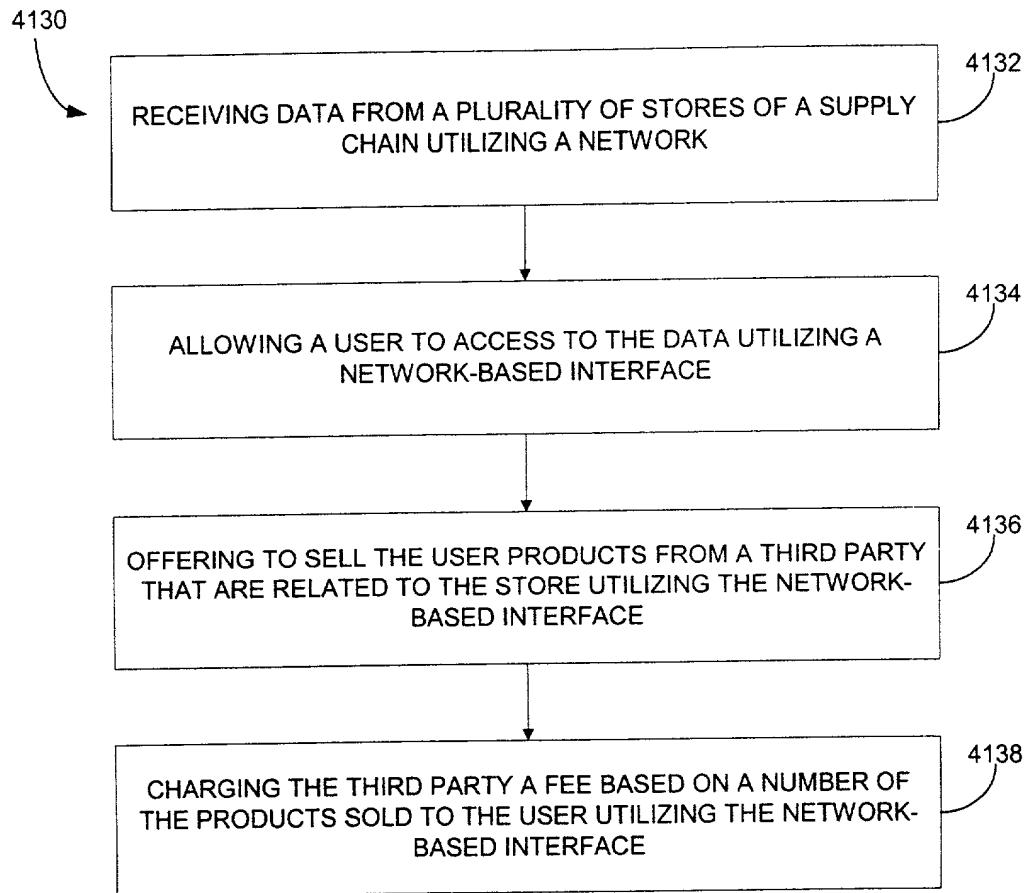


FIG. 41

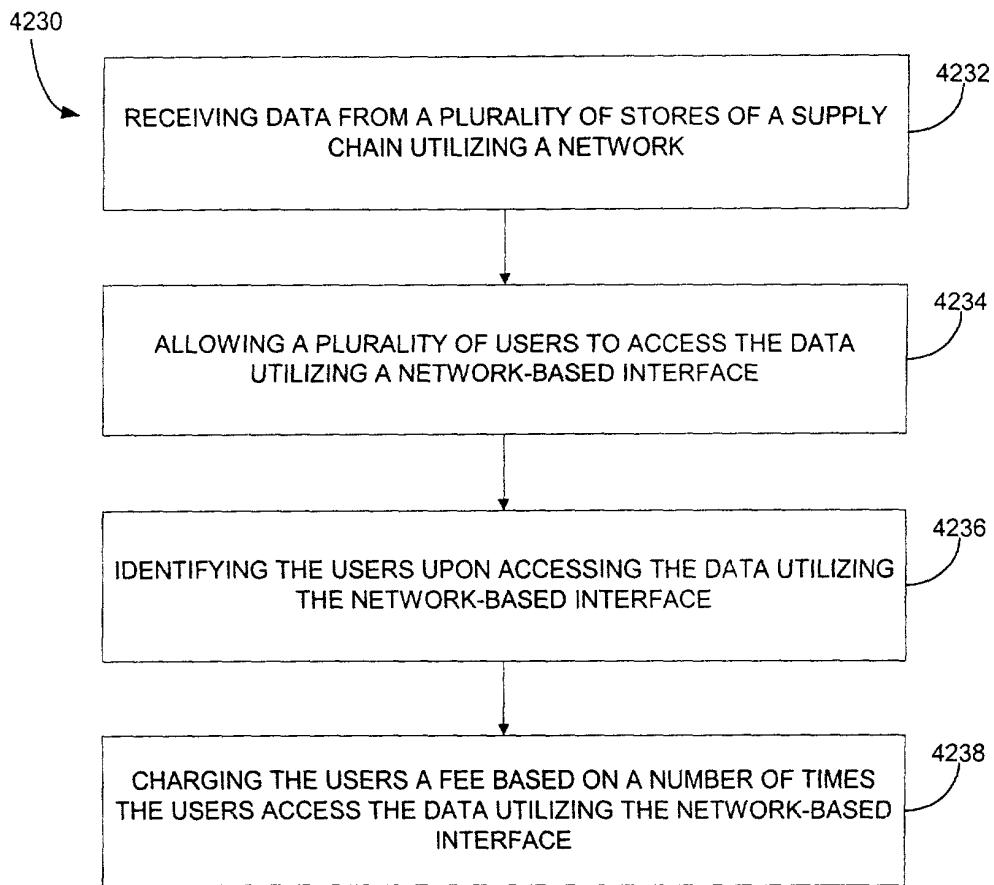


FIG. 42

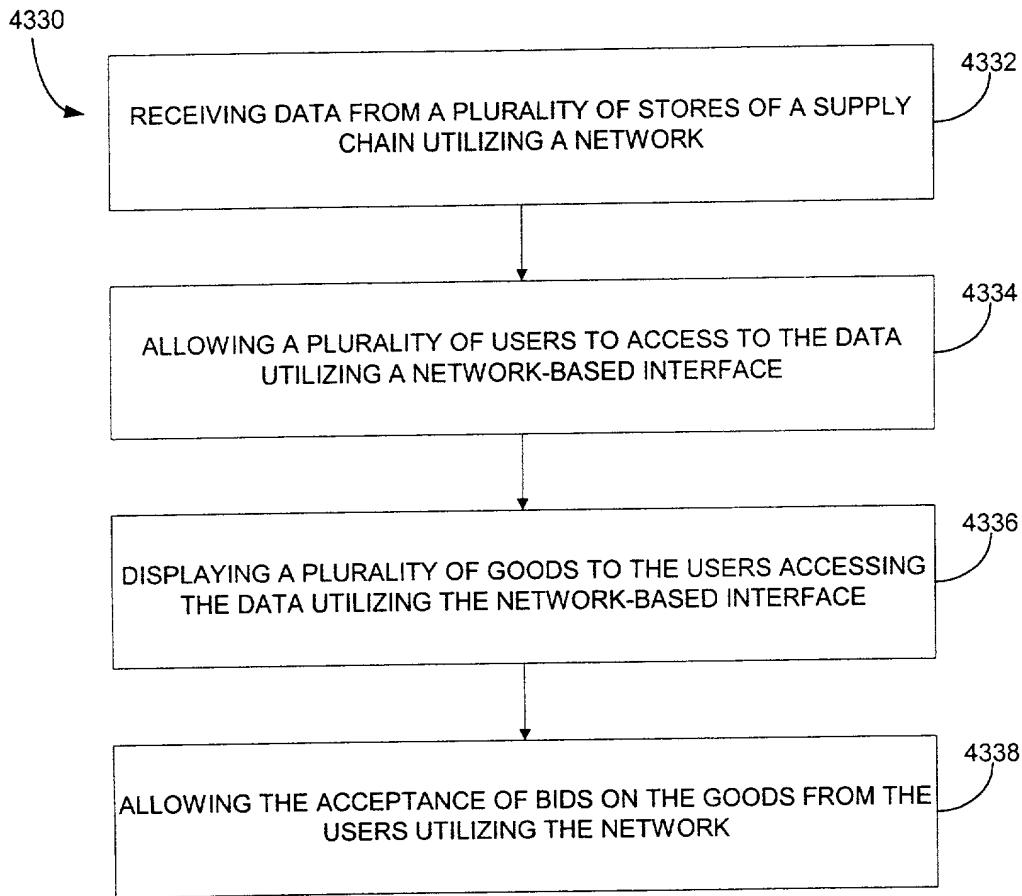


FIG. 43A

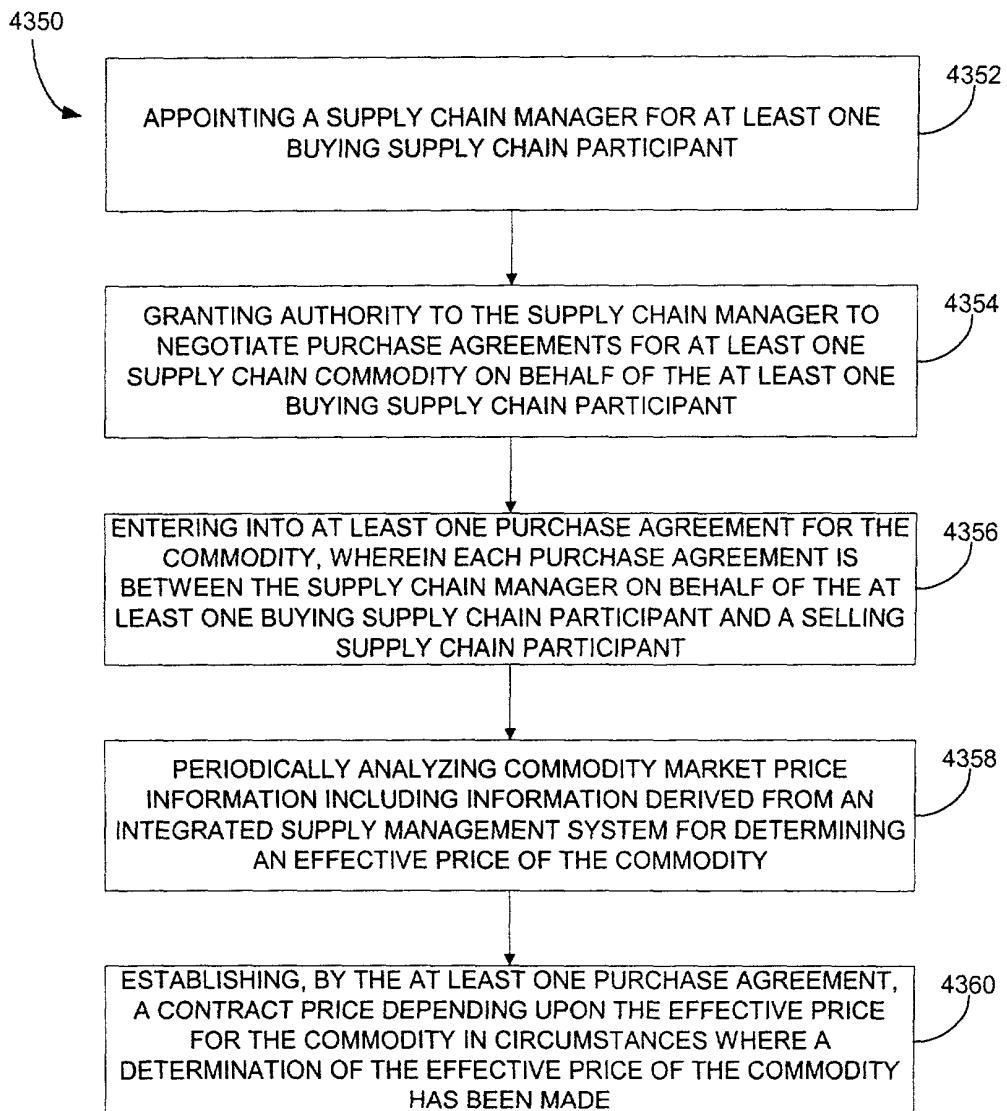


FIG. 43B

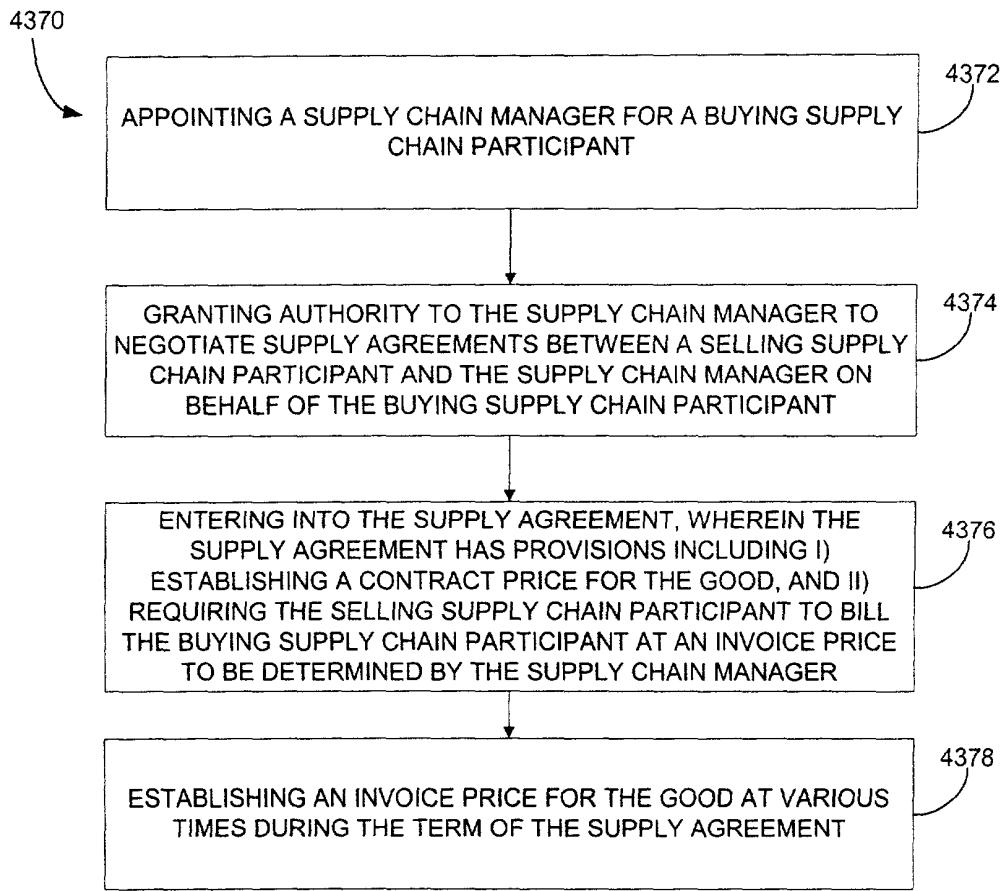


FIG. 43C

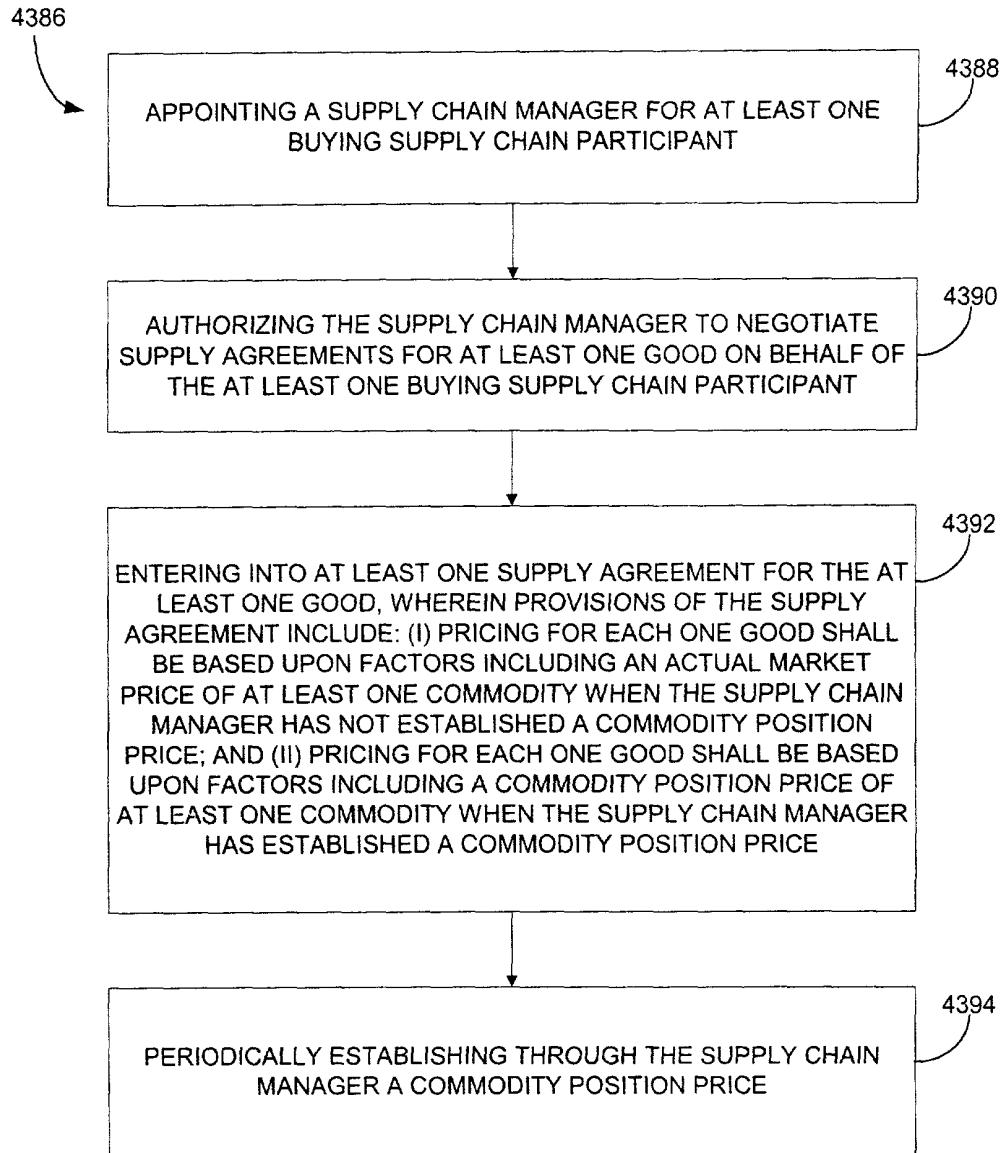


FIG. 43D

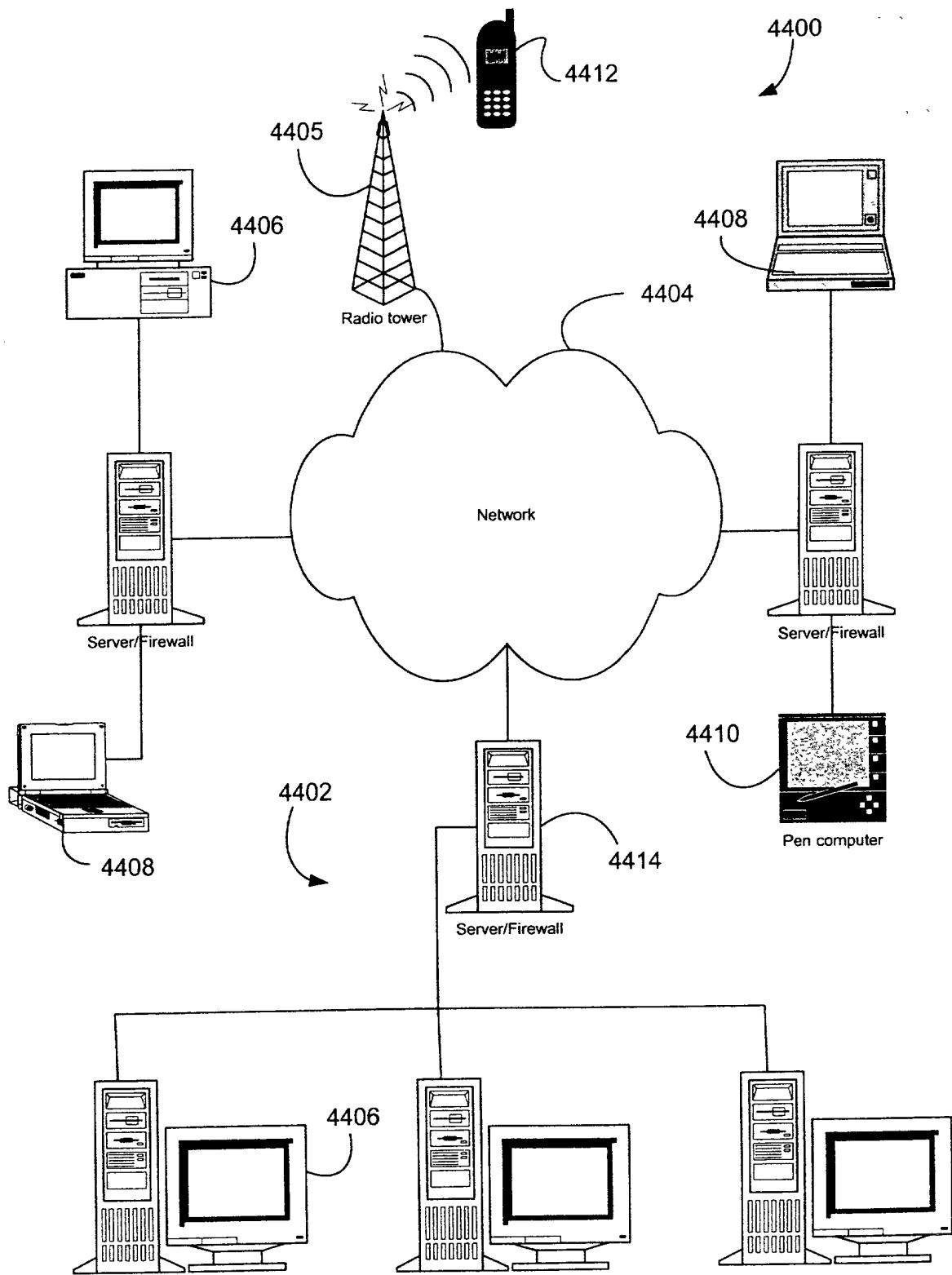
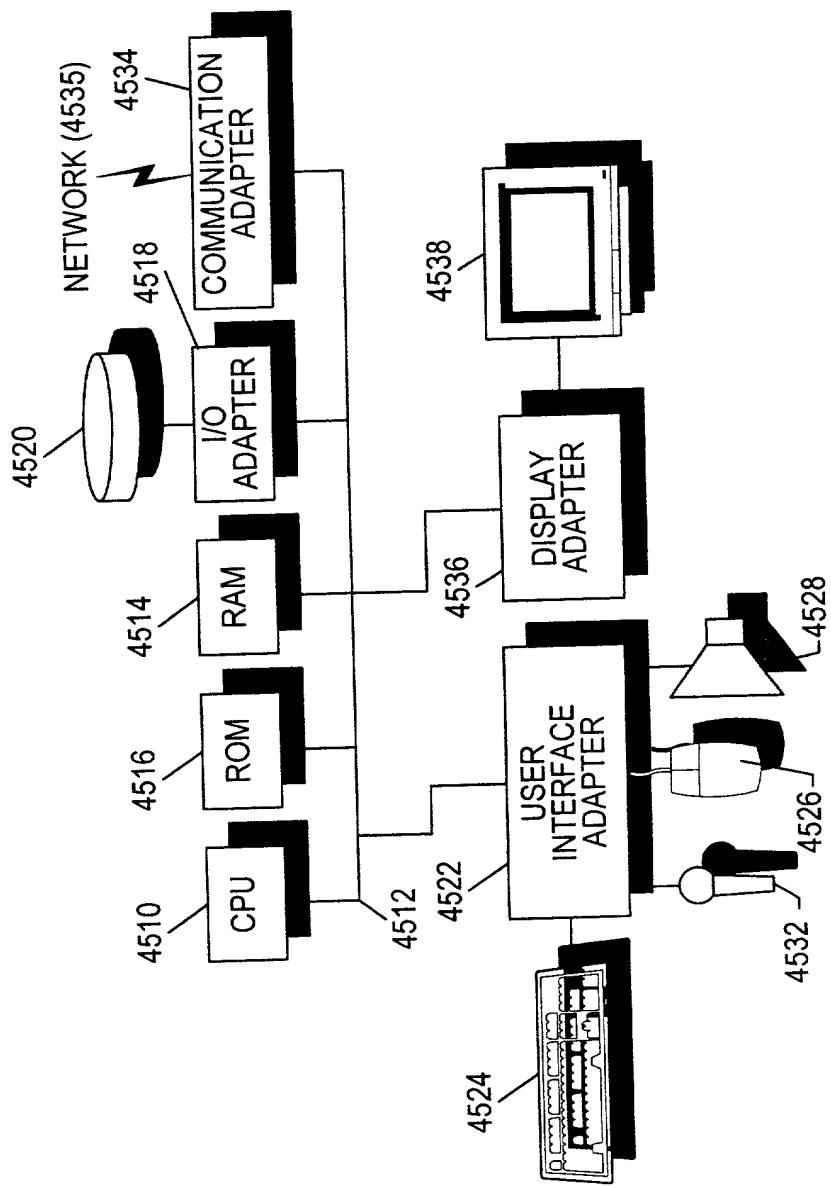


FIG. 44

FIG. 45



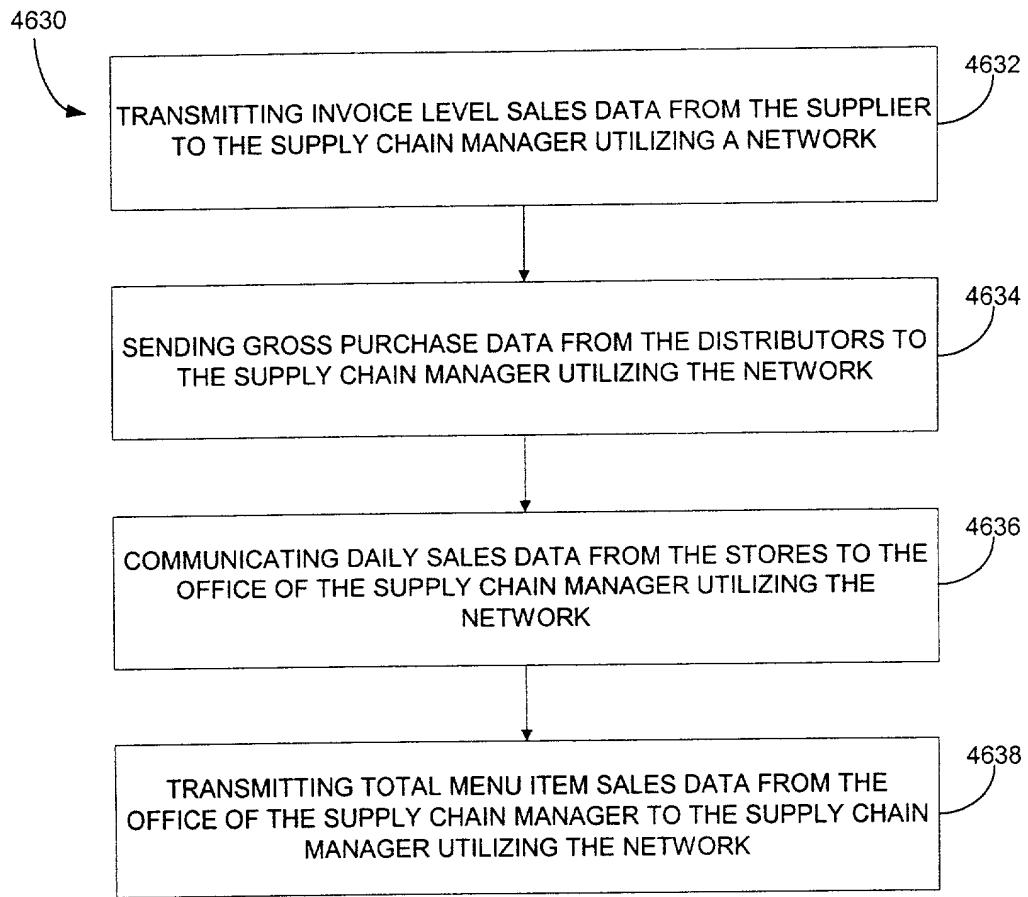


FIG. 46

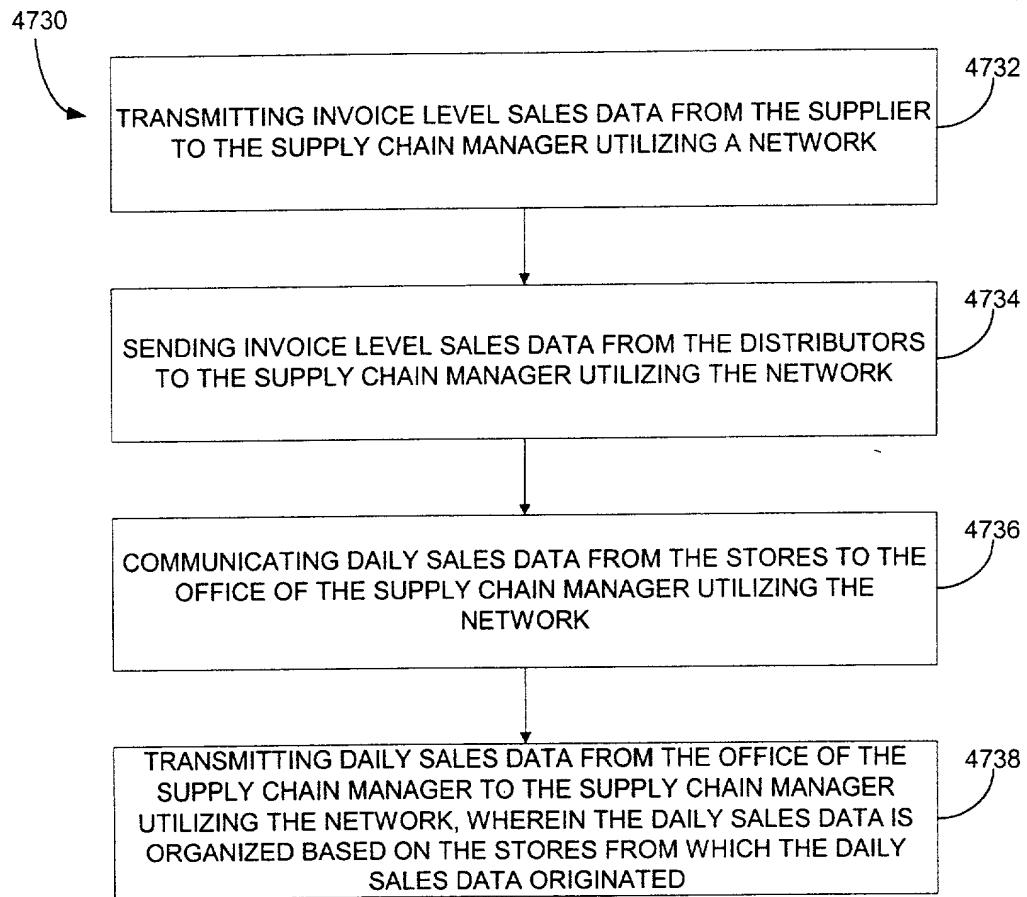


FIG. 47

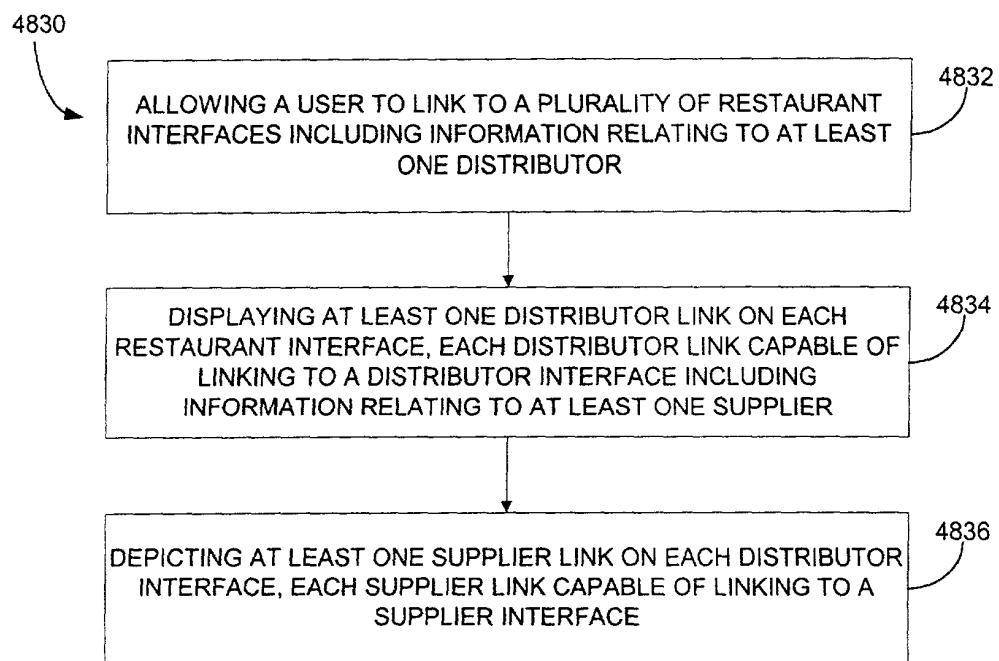


FIG. 48

Restaurant Services, Inc. - Microsoft Internet Explorer

<http://www.rsiweb.com/home/index.asp>

RSI

Restaurant Services, Inc.

BURGER KING® System Independent Purchasing & Distribution Service Co-op

User Name _____ Password _____

Franchisee Enter Site

4902 4904 4900

About RSI

RSI was founded in 1991 as the exclusive purchasing agent for the vast majority of products used by the U. S. BURGER KING system. Its primary purpose is to leverage the buying power of BURGER KING restaurants to achieve favorable contracts for food, packaging, premiums, promotion products, supplies, equipment, distribution and related services on behalf of more than 8,300 restaurants.

Contact Information
Map/Directions
General Information

Legal Information
[More About RSI](#)
[Help](#)
[BkC Link](#)
[NPA](#)



RSI works closely with restaurant owners, Burger King Corporation, food and packaging suppliers, marketing agencies, equipment vendors, distributors and information systems providers to streamline and improve the supply chain efficiency

Internet

FIG. 49

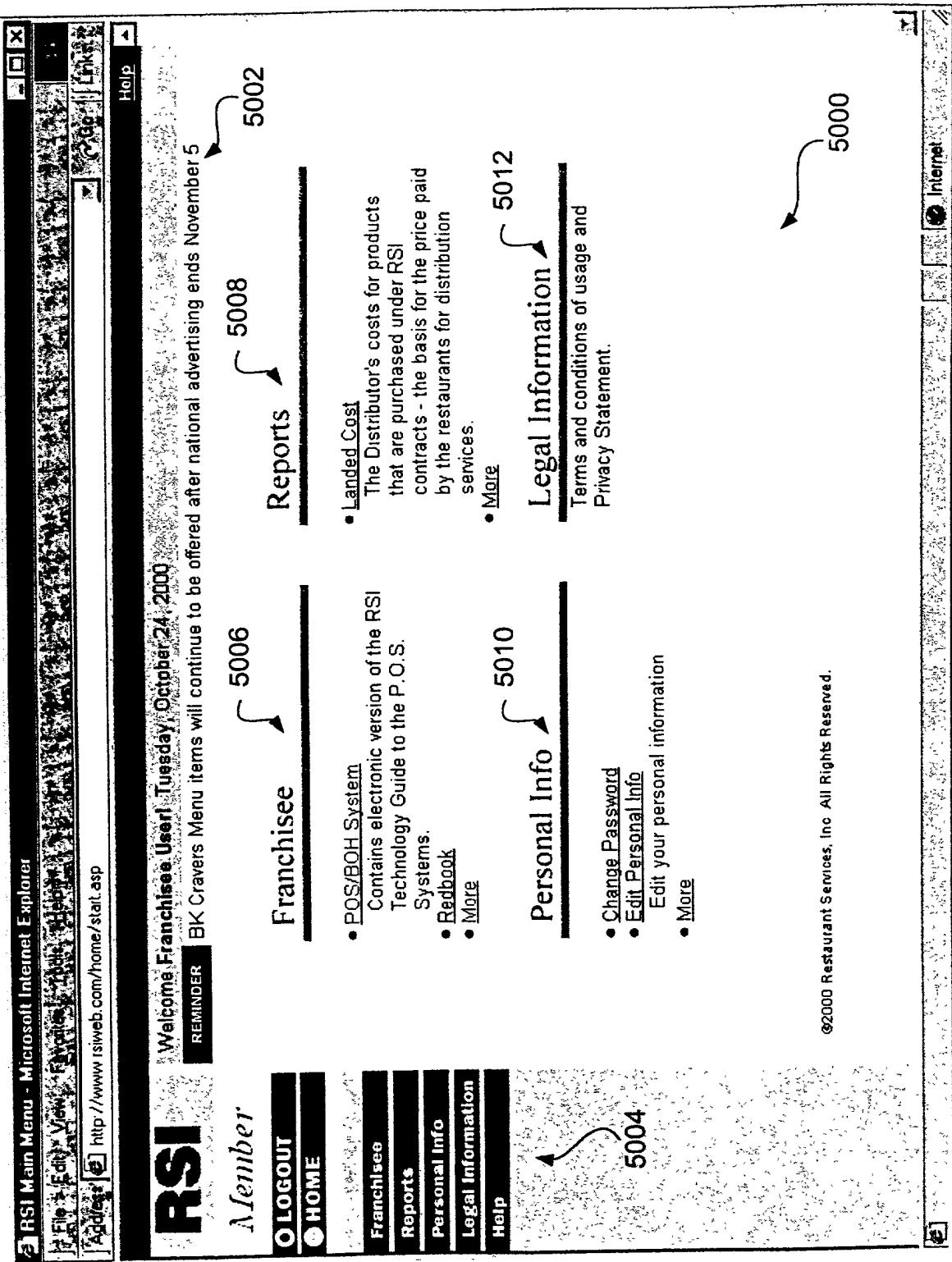


FIG. 50

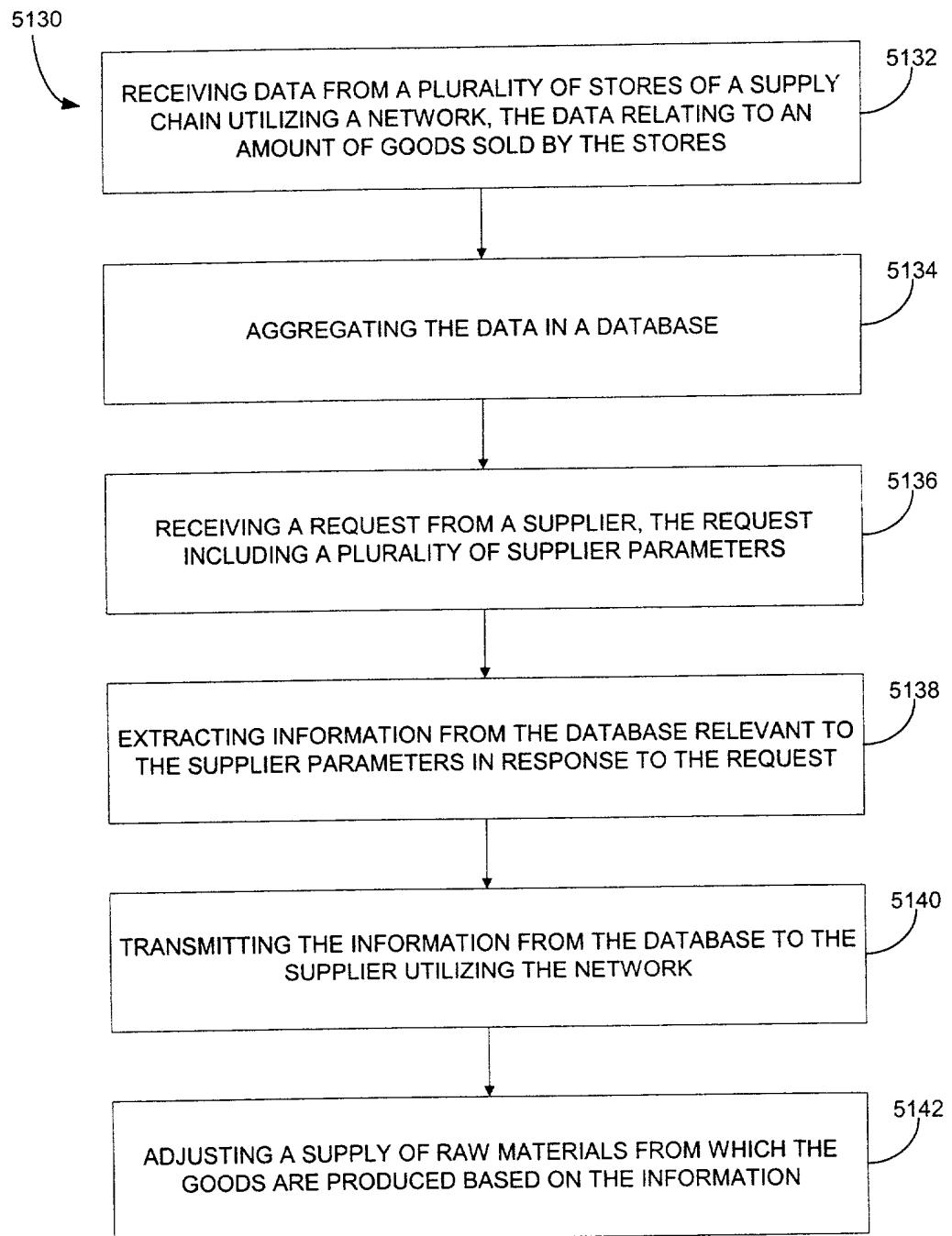


FIG. 51

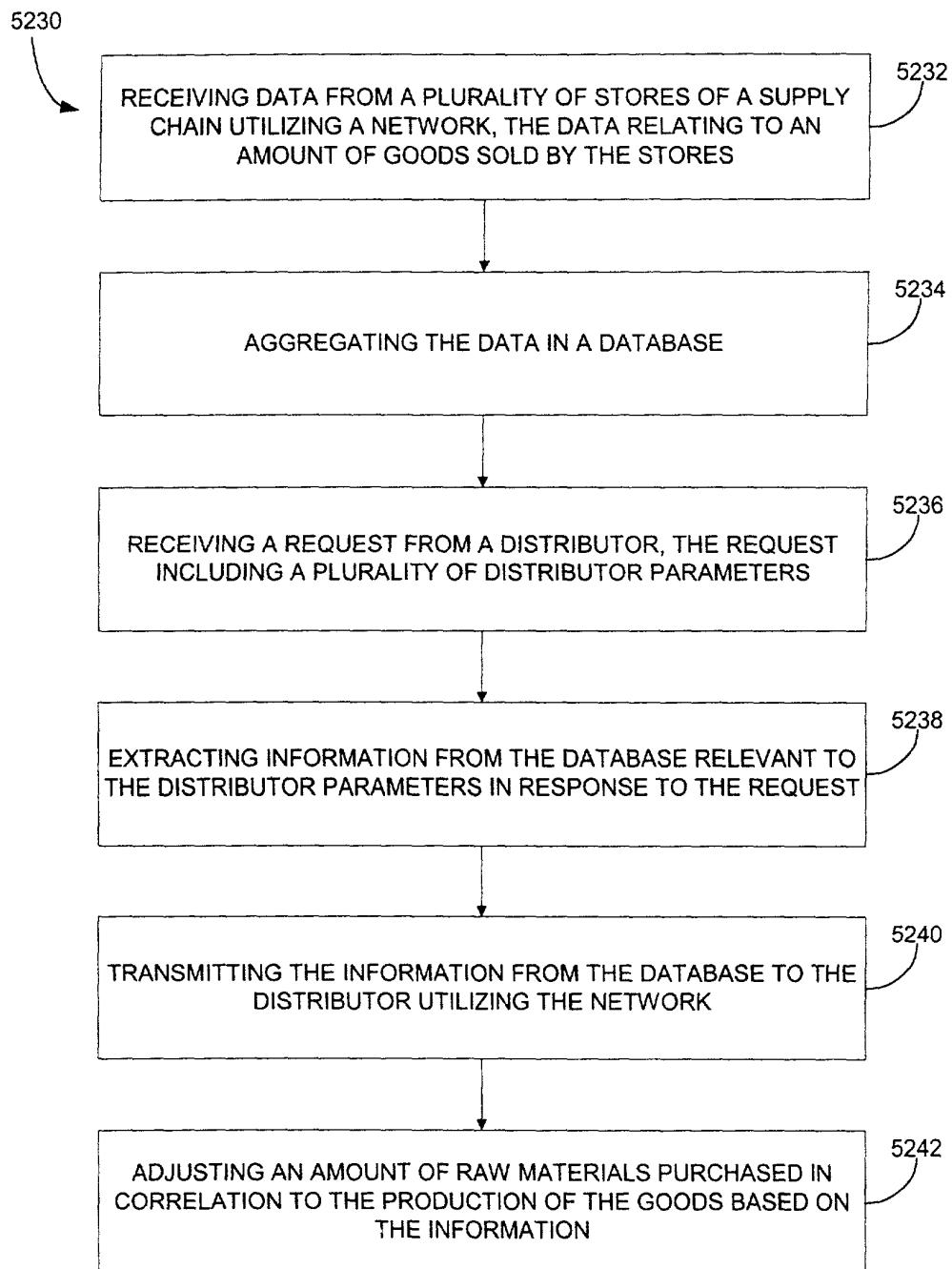


FIG. 52

RSI

POS Implied Daily Usage - Distributor

Address: http://www.itsweb.com/dc/d_ipbpdaily.asp

Printer Friendly Version

POS Implied Daily Usage - Distributor
Tuesday, October 24, 2000

5300

Help

Distribution Company: REINHART FOODSERVICE
Distribution Center: REINHART - CEDAR RAPIDS, IA

The information contained in this report is privileged and confidential. It is intended only for viewing and use by Distributor User. If you are not Distributor User, you are hereby notified that dissemination, distribution, or copying of this report is strictly prohibited.

14 Day Rolling (Total Cases)												Week Ending Total		
DC Item	3 Day Total	4 Day Total	5 Day Total	6 Day Total	7 Day Total	8 Day Total	9 Day Total	10 Day Total	11 Day Total	12 Day Total	13 Day Total	14 Day Total	15 Day Total	16 Day Total
No. Item Description	10/21	10/22	10/23	10/24	10/25	10/26	10/27	10/28	10/29	10/30	10/31	10/1/00	10/2/00	10/3/00
Number of Restaurants Served by DC	200	200	200	200	200	200	200	200	200	200	200	200	200	200
SAUCE: BBQ BULK	13	21	23	18	19	16	14	21	21	19	13	10	90	72
16060 BULLSEYE	0.00%													
20788 MUSTARD: BULK BK	0.00%	12	19	20	18	14	14	13	14	19	16	15	110	104
24340 MAYONNAISE: BULK BK	0.00%	134	107	211	173	166	164	163	160	200	208	175	156	161
STRAW WRAPPED	0.00%													
24980 7.75" BK	0.00%	21	33	34	27	25	24	24	34	33	27	24	24	189
26318 FORK WRAPPED	0.00%													
26462 KNIFE WRAPPED	0.00%													
27082 KETCHUP: BULK BAG IN BDX.	0.00%													
27090 KETCHUP PACKETS	0.00%													
100 BK														
Total														
Internet														

Done

FIG. 53

RSI Local DC Promotion Forecast Report - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Address http://test.rlslink.com/dc/d_ipromodetail.asp?dc=28576

Distributor

Logout **HOME**

REINHART - CEDAR RAPIDS, IA
Local Promotion Summary by DC
Tuesday, October 24, 2000

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Local Promotion Option	Adl	Start Date	Projected Daily Usage	Duration (In Weeks)	Participating Restaurants	Non-Participating Restaurants
32 oz. Motor Cup	Chicago, IL	6/1/00	85	99	8	
	Davenport-Ri-Moline, IA	6/1/00	85	32	17	
	Des Moines-Ames, IA	7/1/00	85	17	28	
	Omaha, NE	7/1/00	85	17	50	
	Peoria, IL	6/1/00	85	99	17	
	Sioux City, IA	6/2/00	85	99	10	
	Springfield-Decatur-Champaign, IL	6/1/00	85	99	1	
	32 oz. Motor Cup Total				131	
	Big King				19	
	Cedar Rapids-Waterloo-Dubuque, IA	4/15/00	99	99	19	
	Davenport-Ri-Moline, IA	4/15/00	99	99	17	
	Ottumwa-Kleiveville, IA	4/15/00	99	99	3	
	Big King Total				39	
	Pancake Minis				8	
	Chicago, IL	5/15/00	20	99	8	
	Peoria, IL	5/15/00	20	99	17	
	Sioux City, IA	4/15/00	20	99	10	
	Pancake Minis Total				35	

Done Internet

FIG. 54

POS Implied Daily Usage - Supplier - Microsoft Internet Explorer																																																																																																																						
 Supplier Logout Home																																																																																																																						
<input type="button" value="Reports"/> <input type="button" value="Personal Info"/> <input type="button" value="Legal Information"/> <input type="button" value="Help"/>																																																																																																																						
<p style="text-align: center;">Supplier: TYSON FOODS</p> <p style="text-align: center;"><input type="button" value="Printer Friendly Version"/></p> <p style="text-align: center;"><input type="button" value="Retrieves"/></p>																																																																																																																						
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<table border="1"> <thead> <tr> <th colspan="12">1-4 FOB Rolling Total (Current)</th> <th colspan="2">Week Ending Total</th> </tr> <tr> <th>FOB Point</th> <th>DC No</th> <th>Item Description</th> <th>Day</th> <th>10/23</th> <th>10/24</th> <th>10/19</th> <th>10/18</th> <th>10/17</th> <th>10/16</th> <th>10/15</th> <th>10/14</th> <th>10/13</th> <th>10/12</th> <th>10/11</th> <th>10/10</th> <th>10/9</th> <th>10/25</th> <th>9/18</th> </tr> </thead> <tbody> <tr> <td colspan="12">TOTAL</td> <td colspan="2">700</td> </tr> <tr> <td colspan="12">TOTAL of DC Locations</td> <td colspan="2">700</td> </tr> <tr> <td colspan="12">TOTAL of CHICKEN-PATTY</td> <td colspan="2">700</td> </tr> <tr> <td colspan="12">TOTAL of CHICKEN-BK</td> <td colspan="2">700</td> </tr> <tr> <td colspan="12">TOTAL of CHICKEN-TENDER</td> <td colspan="2">700</td> </tr> <tr> <td colspan="12">TOTAL of CHICKEN-CHICKN</td> <td colspan="2">700</td> </tr> </tbody> </table>		1-4 FOB Rolling Total (Current)												Week Ending Total		FOB Point	DC No	Item Description	Day	10/23	10/24	10/19	10/18	10/17	10/16	10/15	10/14	10/13	10/12	10/11	10/10	10/9	10/25	9/18	TOTAL												700		TOTAL of DC Locations												700		TOTAL of CHICKEN-PATTY												700		TOTAL of CHICKEN-BK												700		TOTAL of CHICKEN-TENDER												700		TOTAL of CHICKEN-CHICKN												700	
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<p style="text-align: right;"><input checked="" type="checkbox"/> Done</p>																																																																																																																						

FIG. 55

RSI Restaurant Landed Cost Verification Report - Microsoft Internet Explorer

File Edit View Favorites Tools Help Links Address: http://www.rsiweb.com/rfran/l_tplic.asp?report=true

Member Restaurant Number: 0003473 Date: 10/22/00 Retrieve

Logout Home

Franchisee Restaurant Landed Cost Verification Report

Printer Friendly Version

Report Date: Sunday, October 22, 2000
 Restaurant Number: 0003473
 Distribution Center: REINHART - CEDAR RAPIDS, IA

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RSI Item No	RSI Item Description	DC Cost	Markup	Rest Cost
10340	4439 REGISTER TAPE-THERMAL 2.25" X 185'	\$21.27	\$1.67	\$22.84
12860	3586 SUGAR SUBSTITUTE-PINK PKT 2000 CT	\$5.87	\$1.57	\$7.44
19632	3699 SAUCE-BULK-KRAFT BULLSEYE	\$24.48	\$1.57	\$26.05
19632	4473 COFFEE-FOLGERS REGULAR	\$44.50	\$1.57	\$46.07
20788	67 MUSTARD-BULK33AL	\$6.48	\$1.57	\$8.02
20940	4281 WRAP-LOCAL OPTION	\$29.78	\$1.57	\$31.35
24390	66 SAUCE-BULK MAYONNAISE	\$7.81	\$1.57	\$9.38
24500	4270 WATER-ICE MOUNTAIN .5L	\$6.41	\$1.57	\$7.98

Done Home

FIG. 56

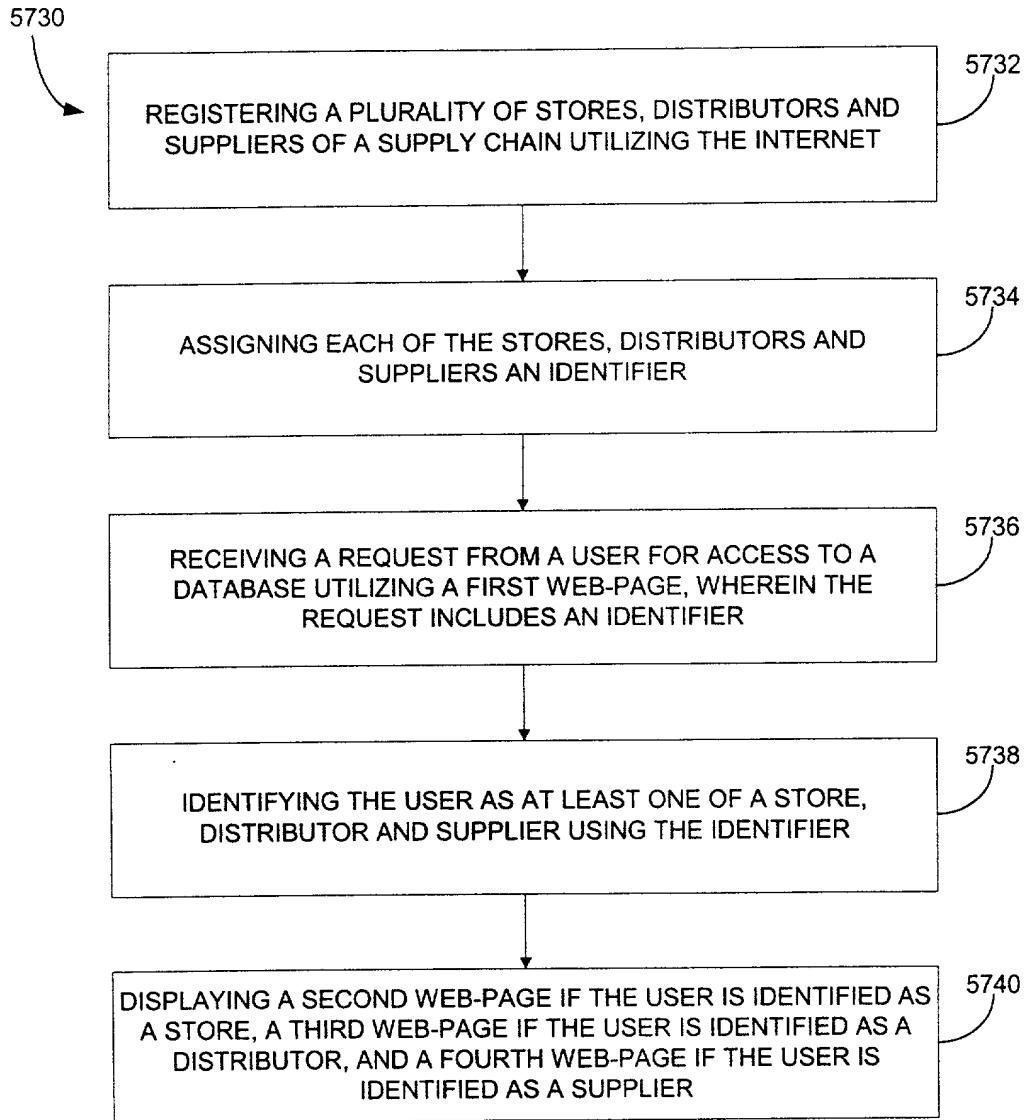
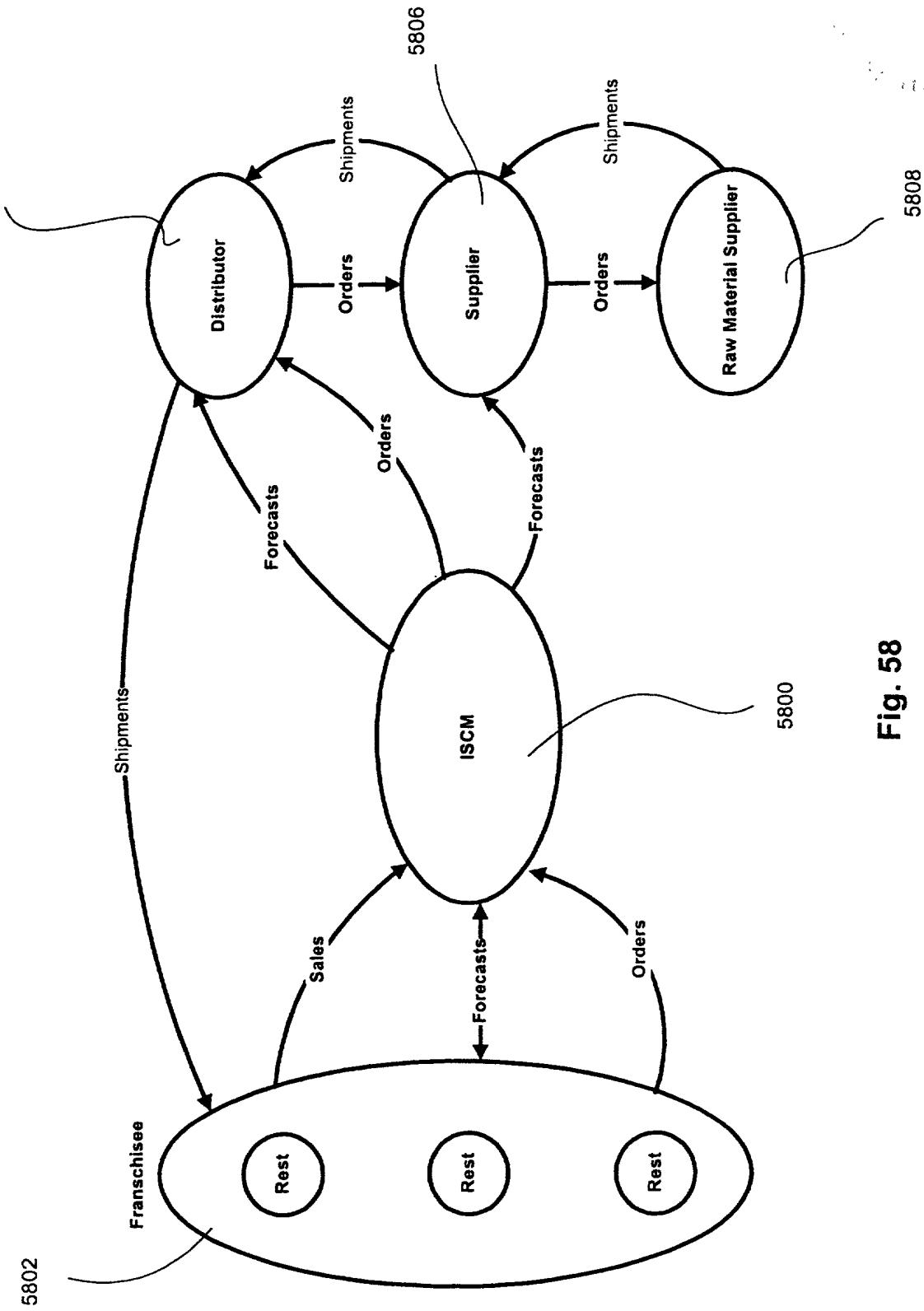


FIG. 57

5804

**Fig. 58**

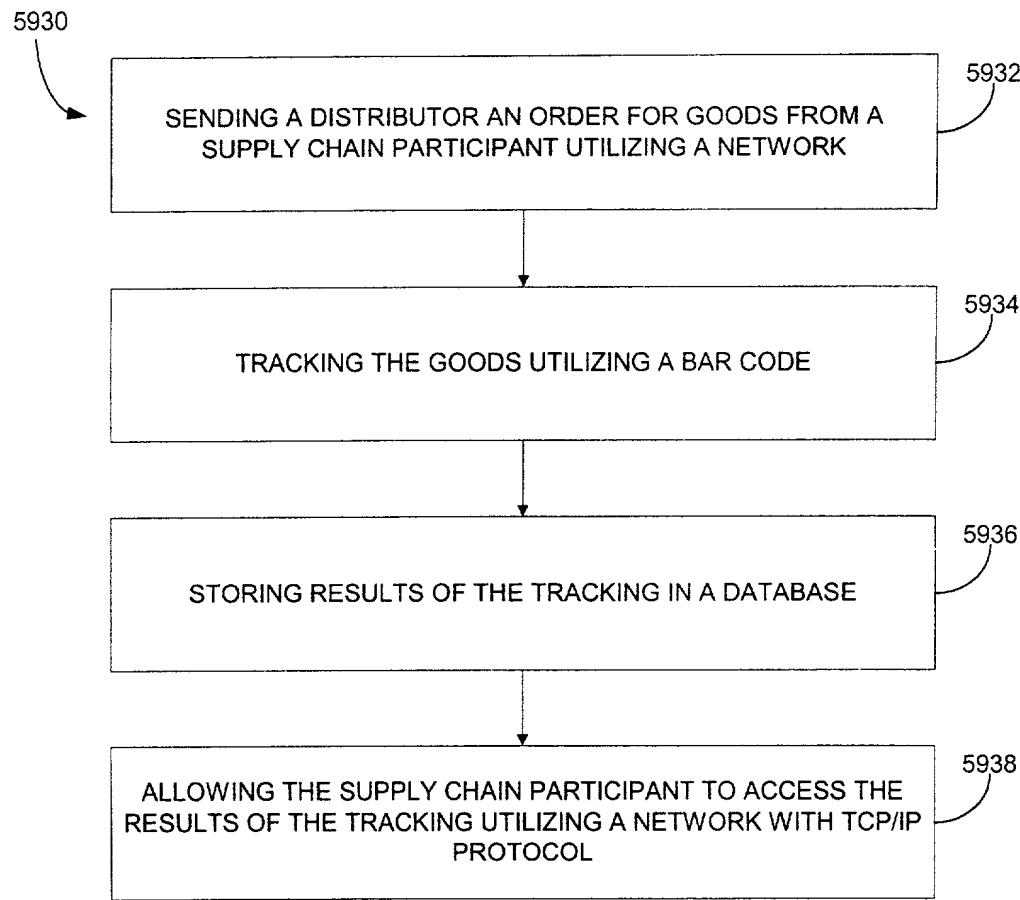
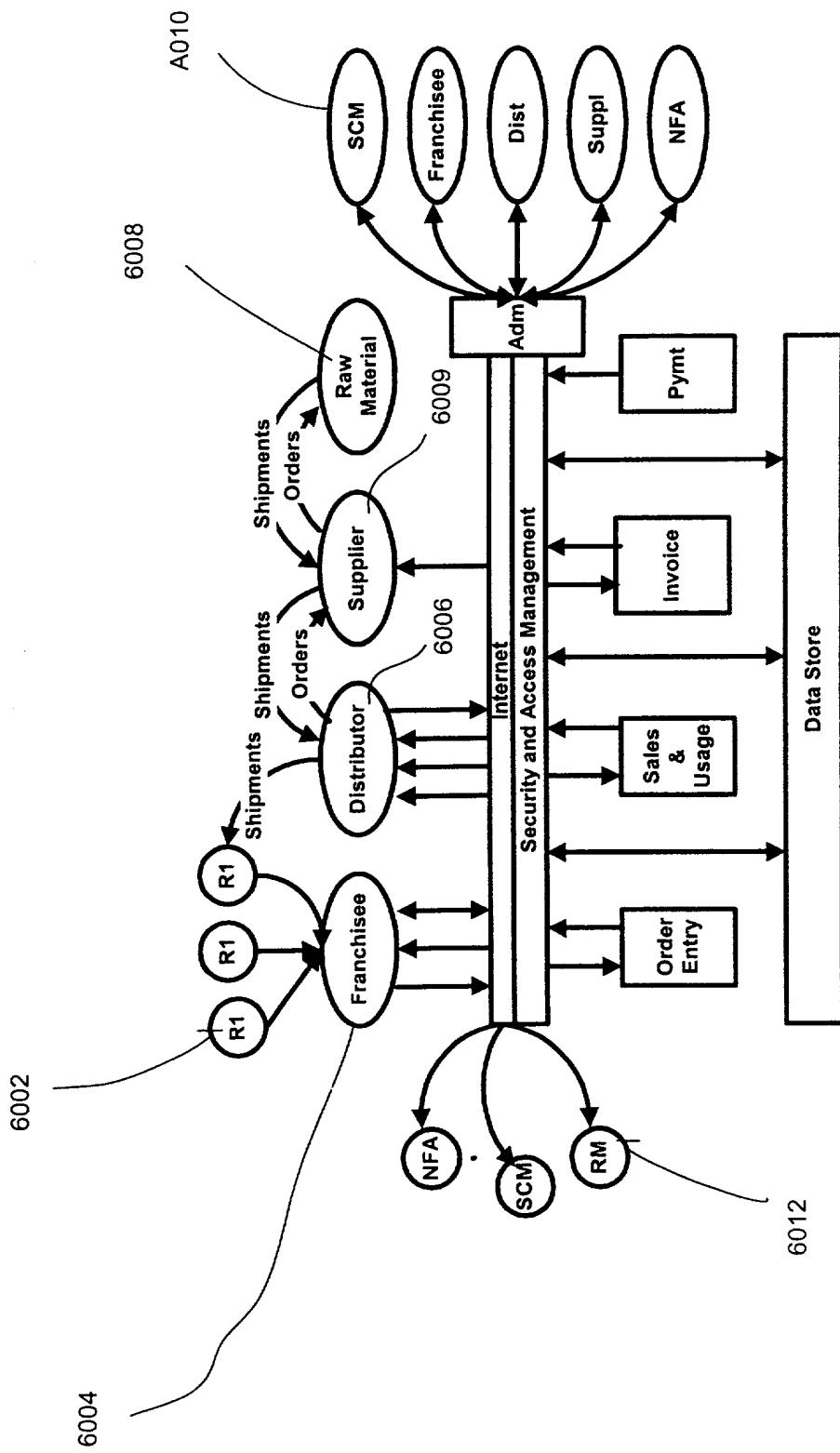


FIG. 59

Fig. 60



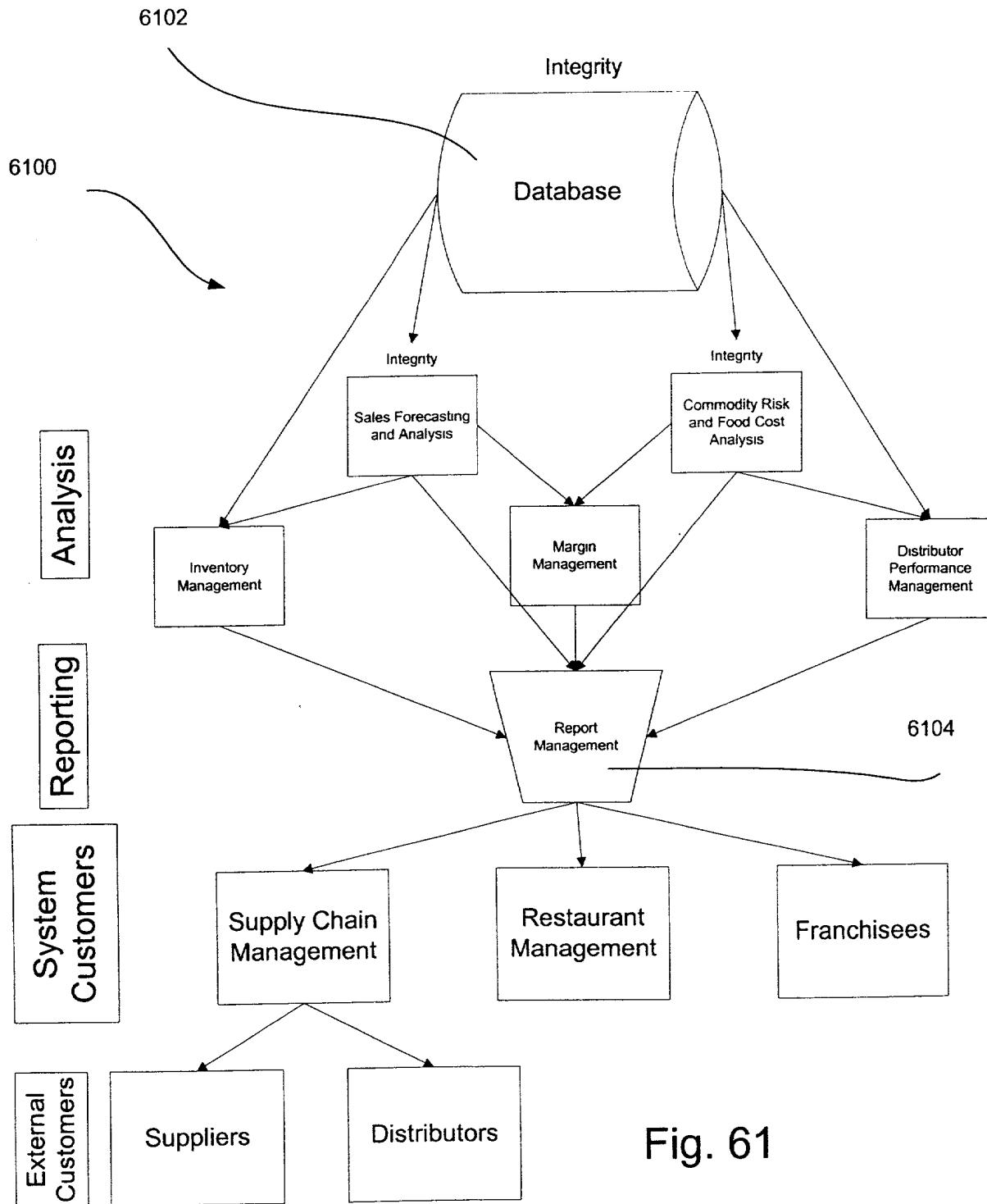


Fig. 61

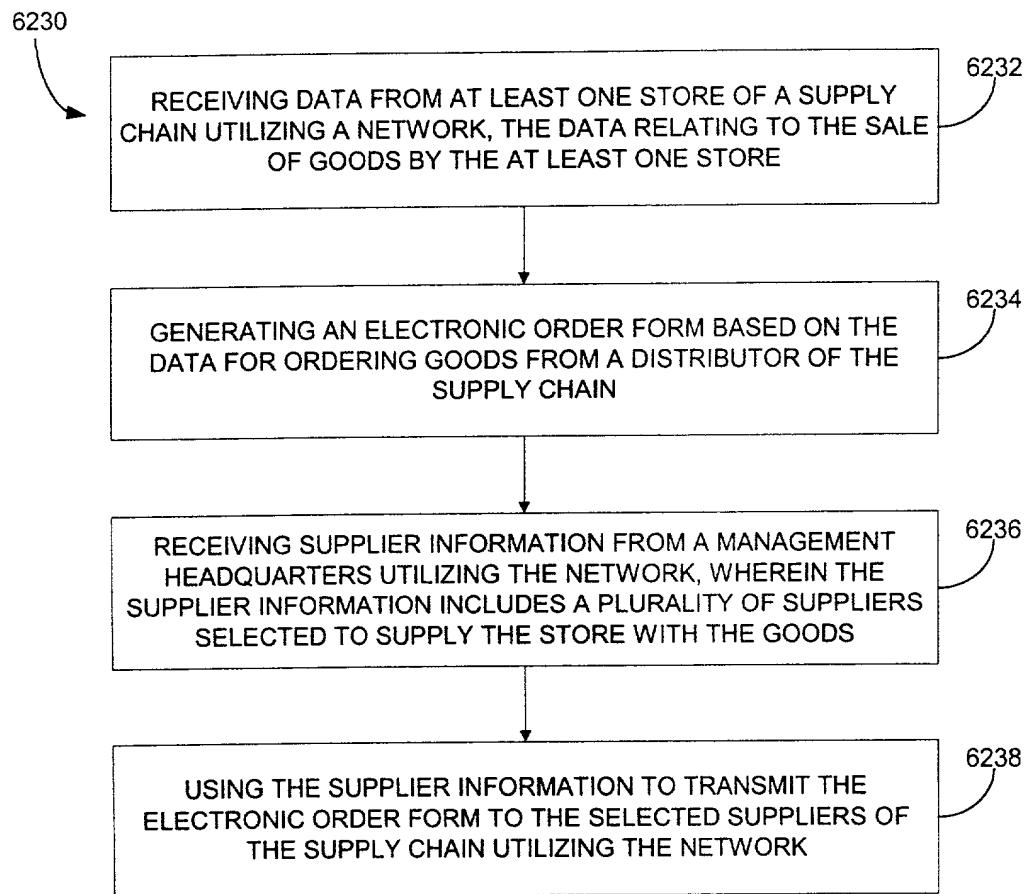


FIG. 62

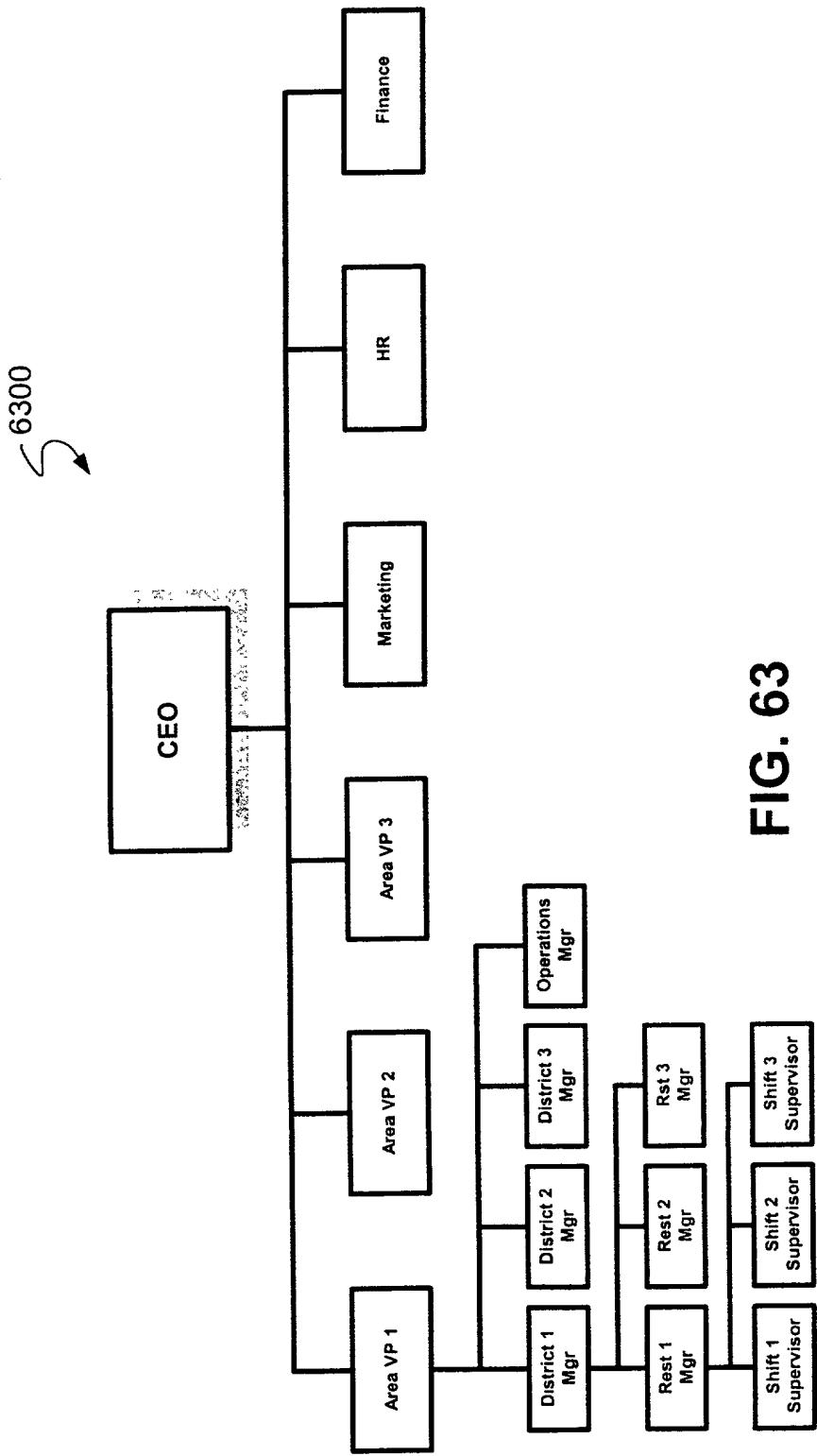


FIG. 63

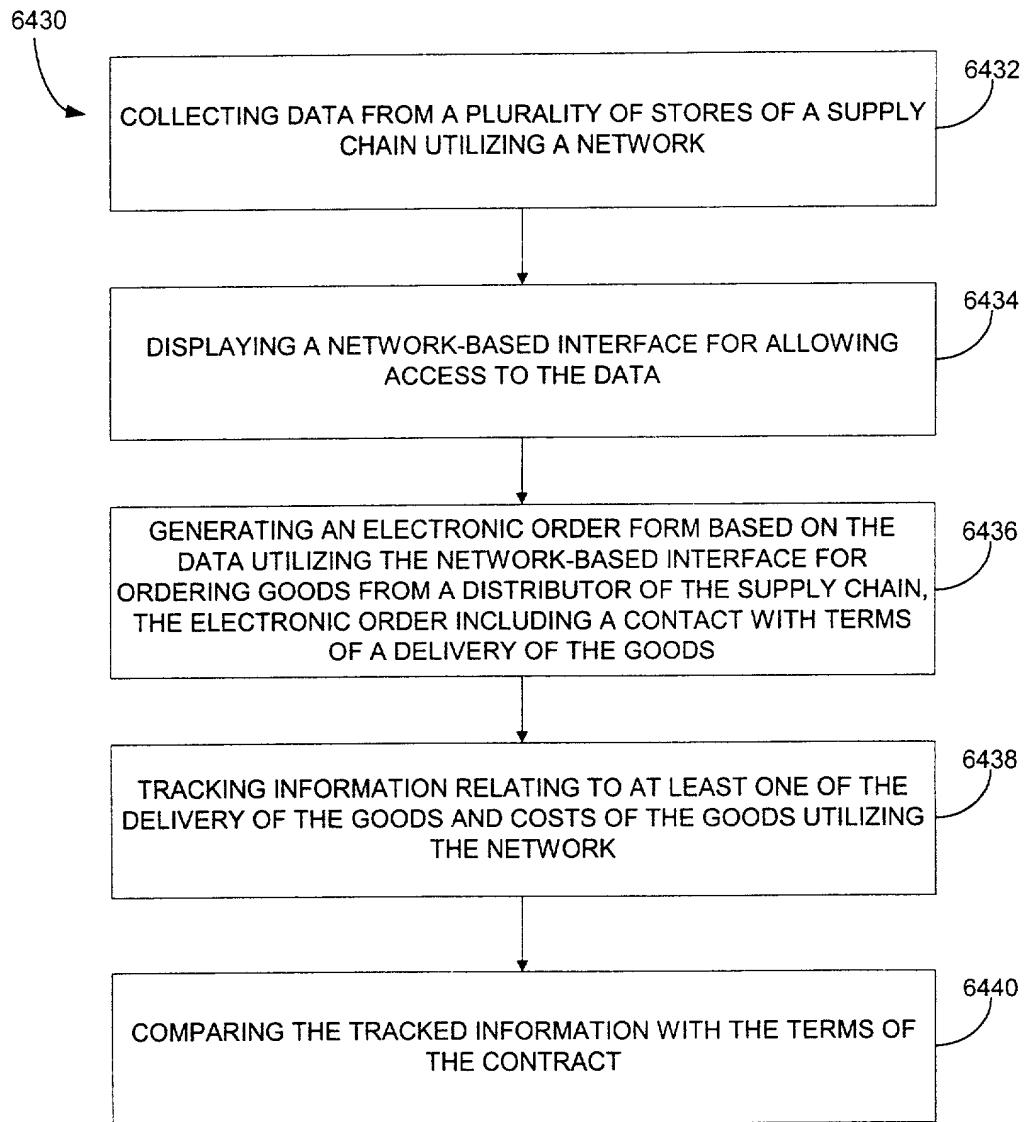


FIG. 64

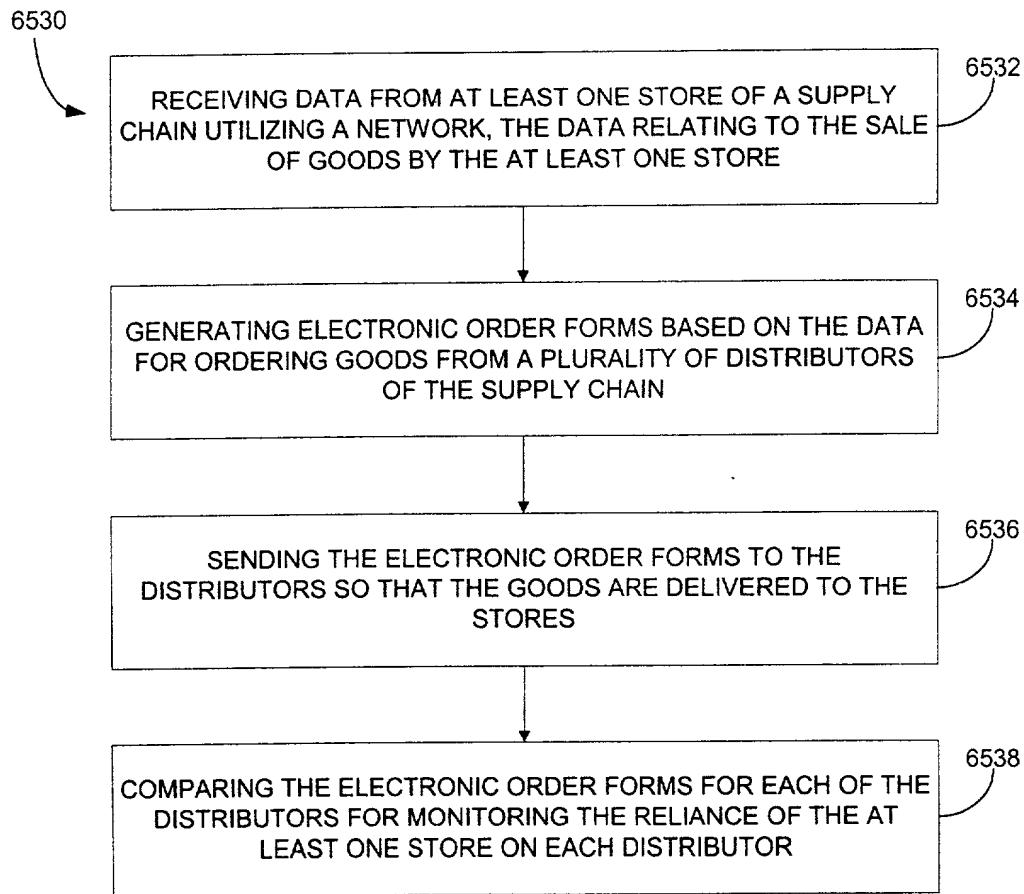


FIG. 65

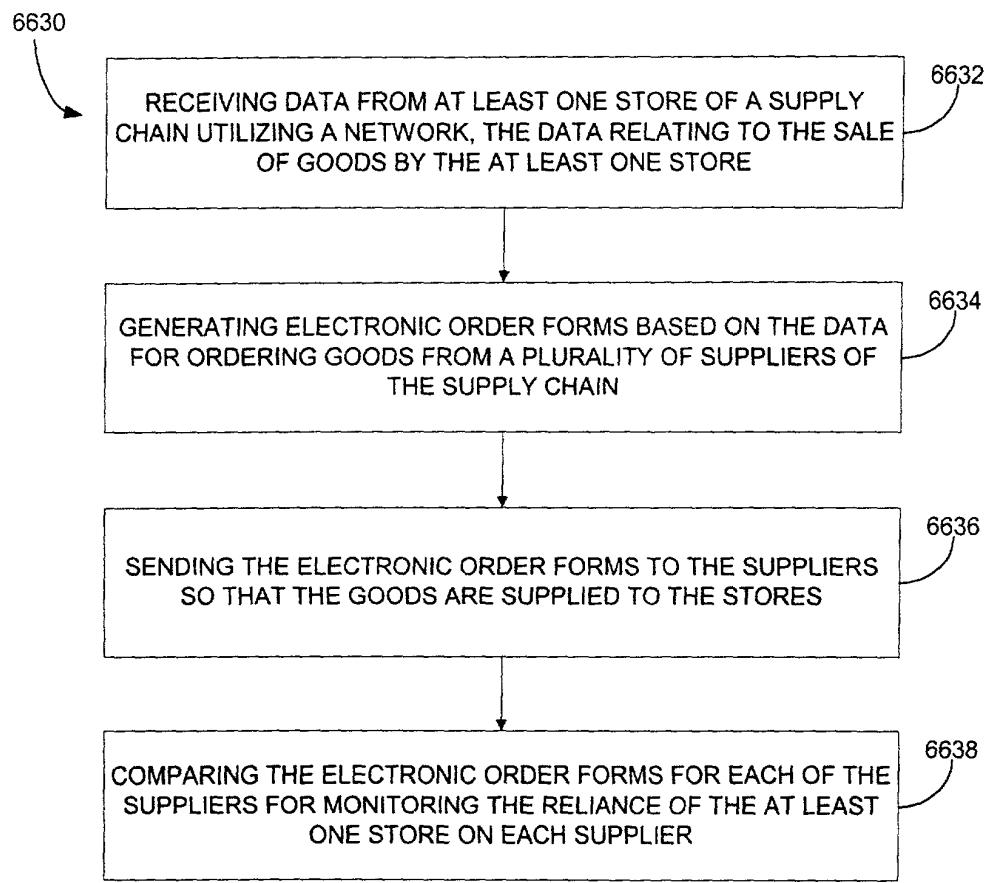


FIG. 66

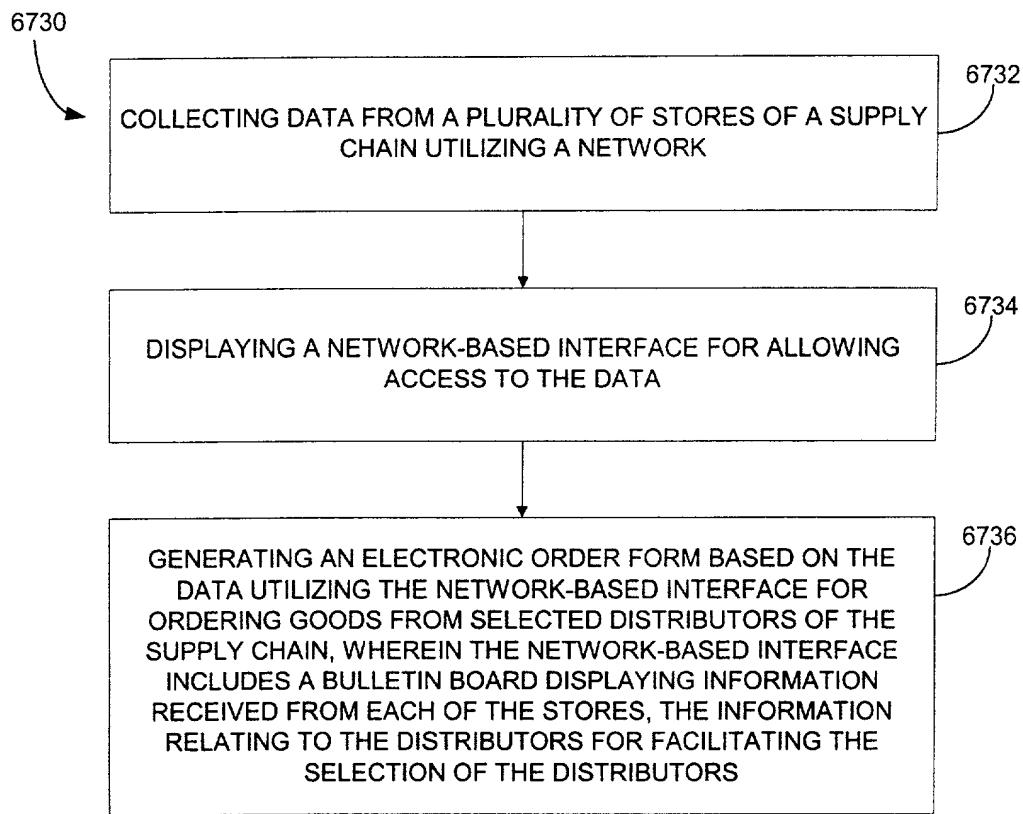


FIG. 67

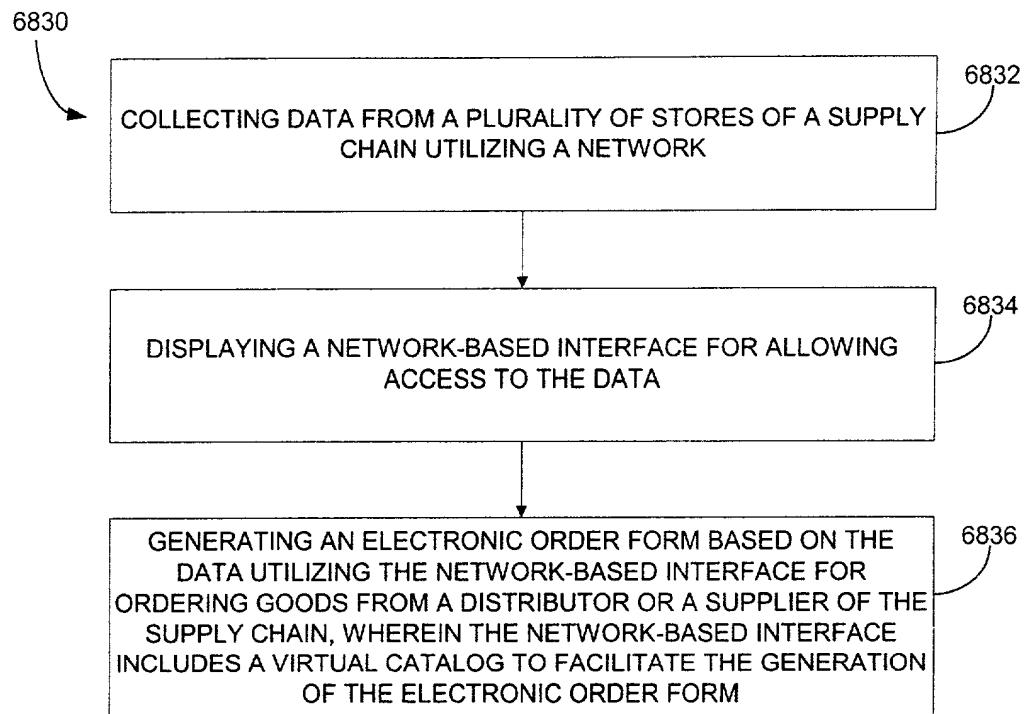
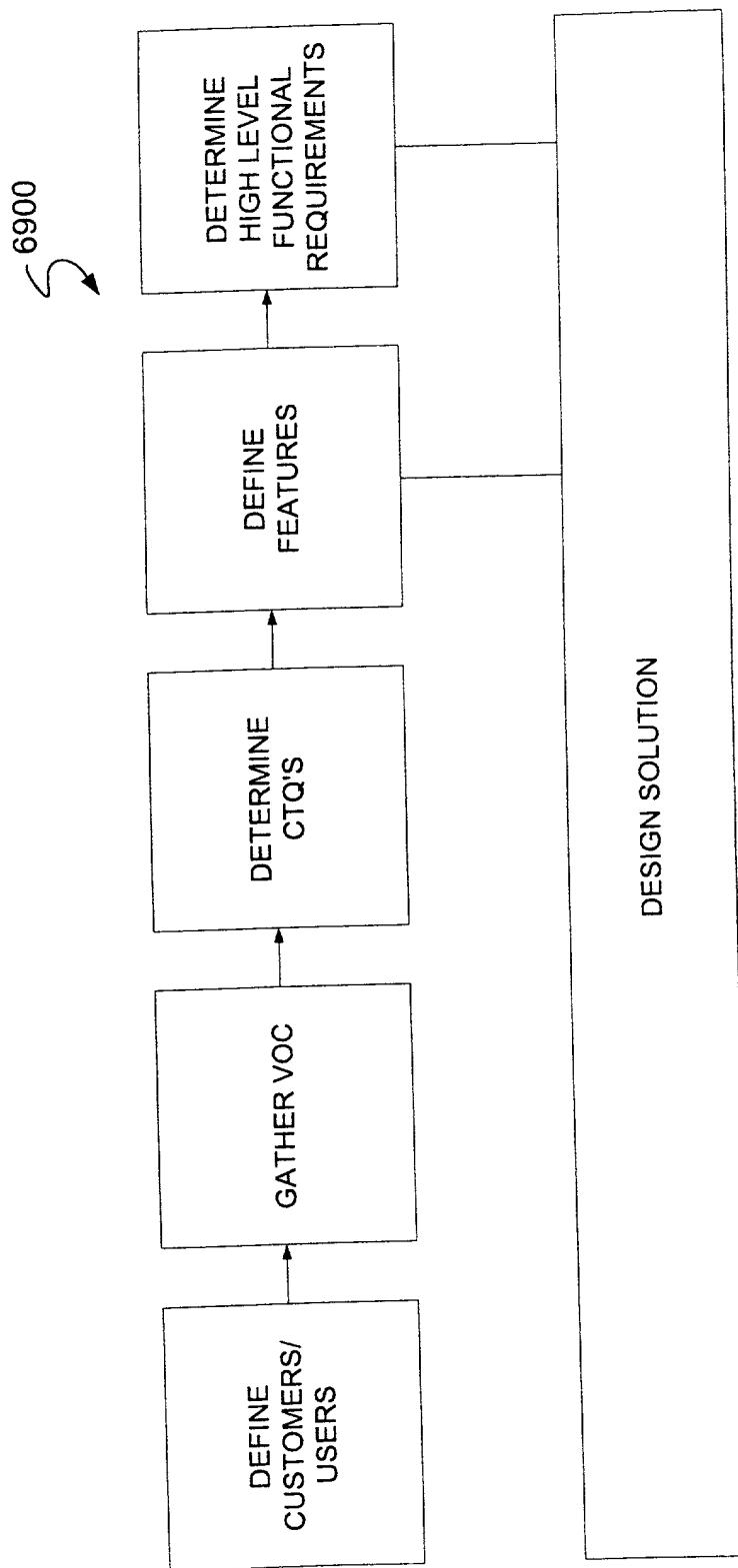


FIG. 68

FIG. 69



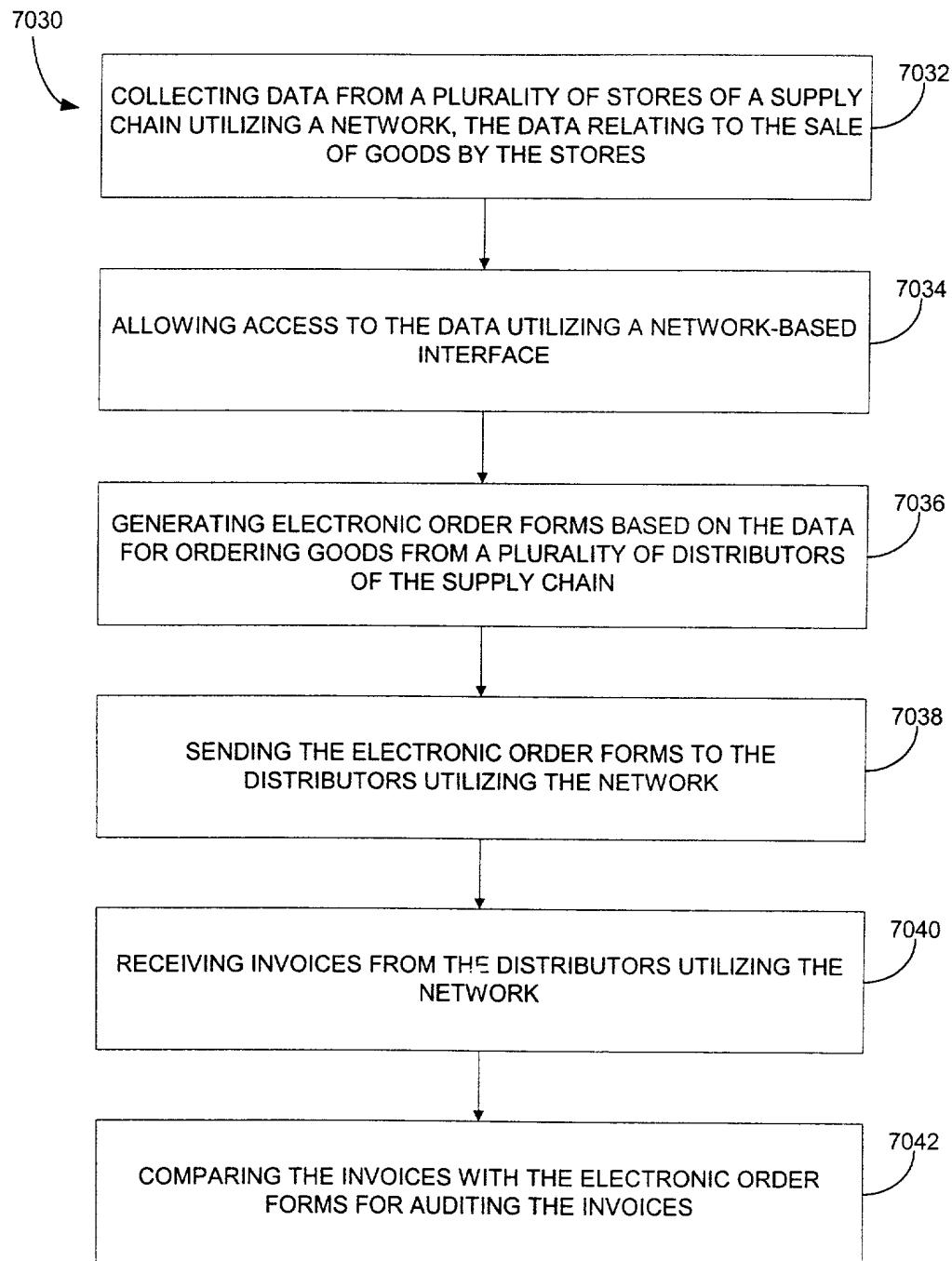


FIG. 70

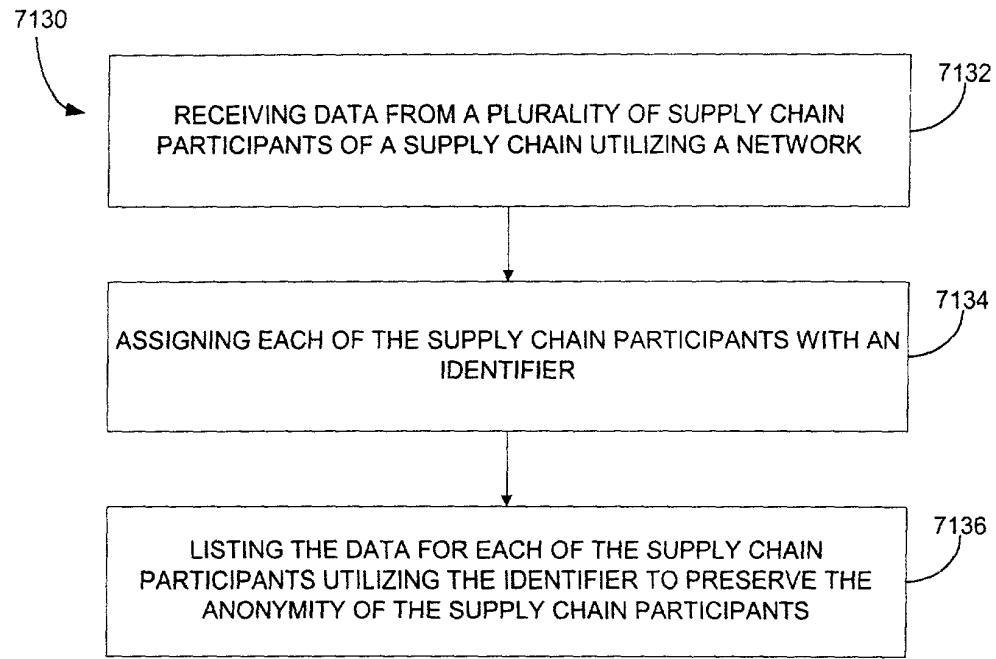


FIG. 71

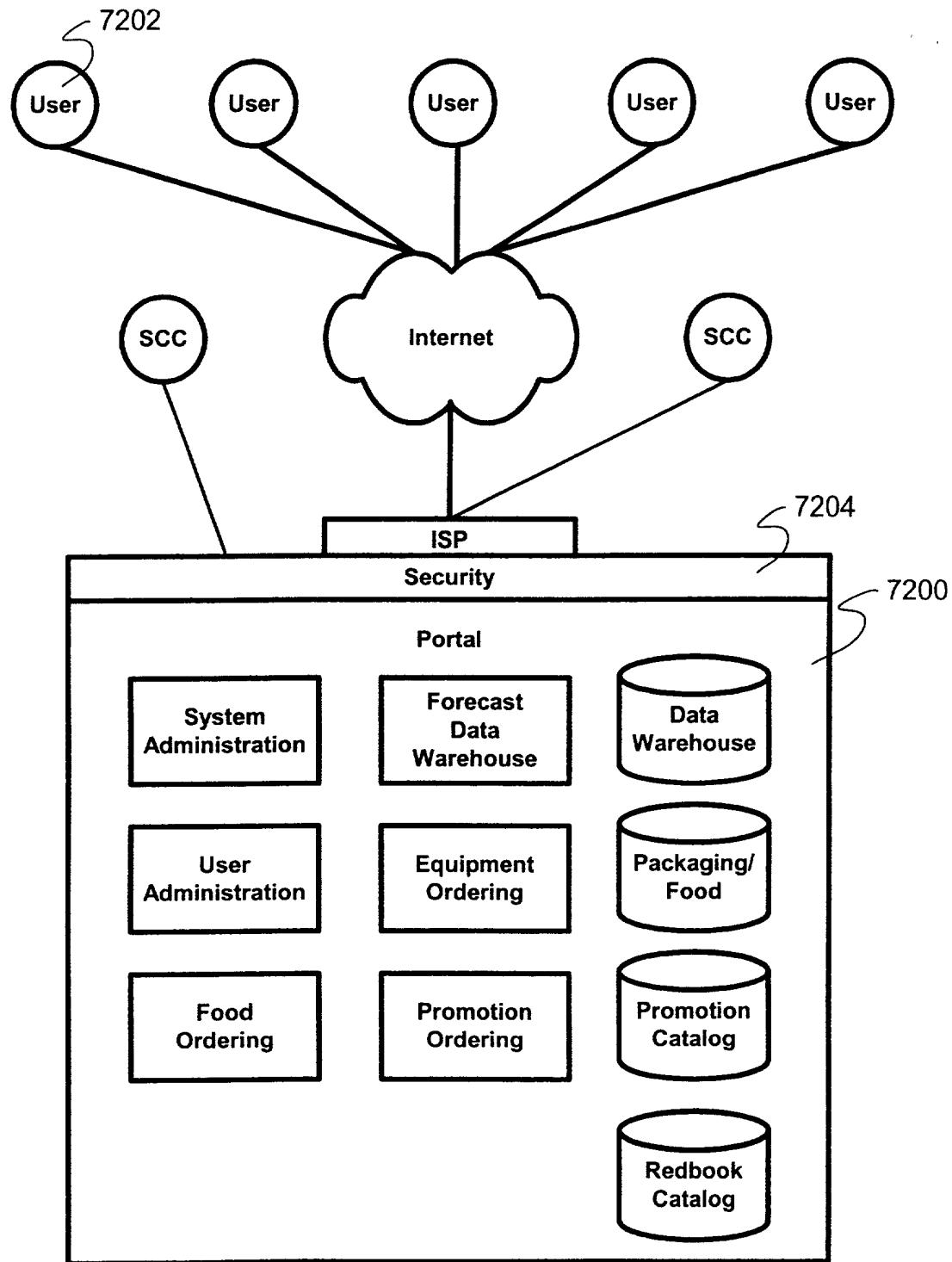


FIG. 72

FIG. 73

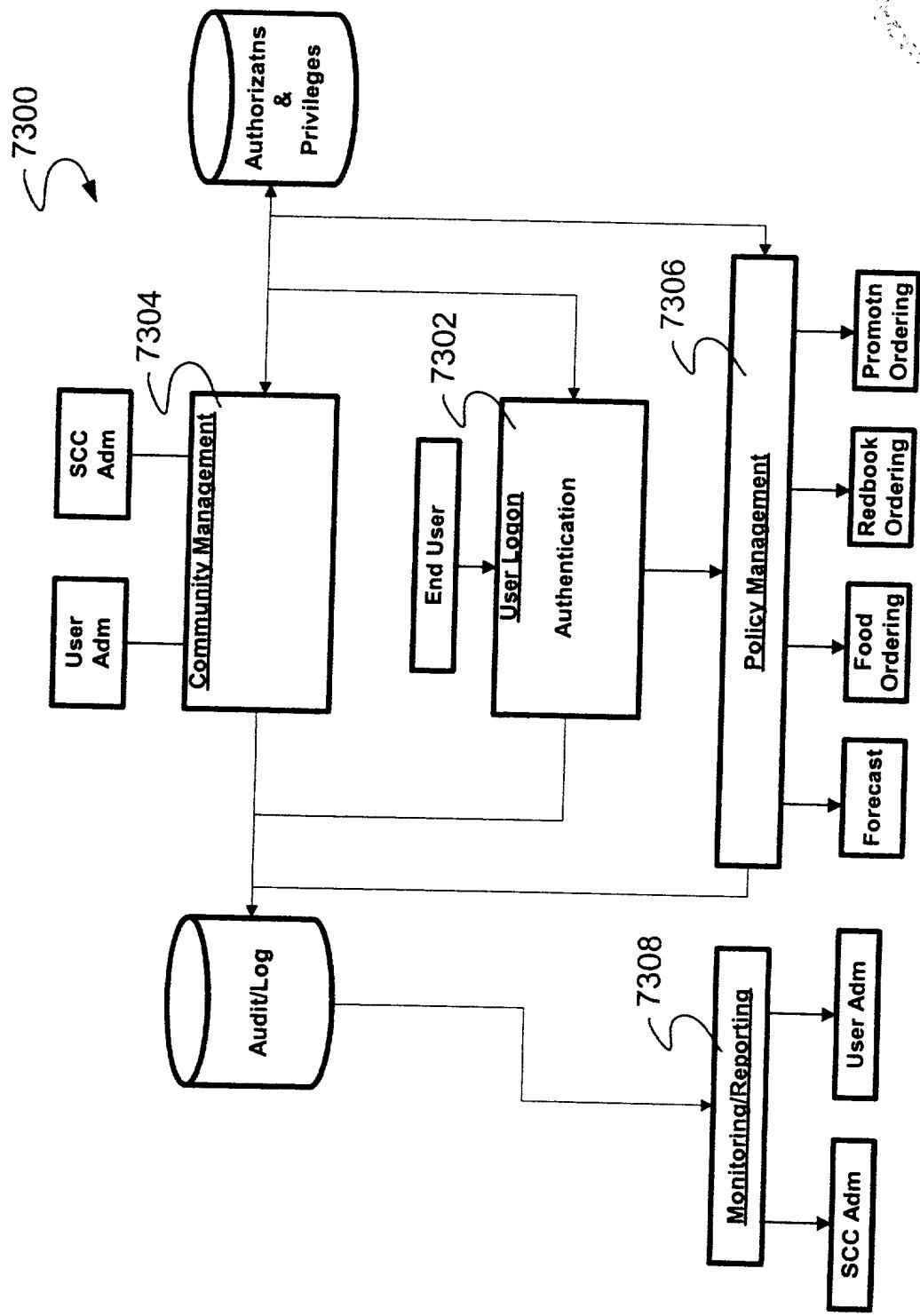
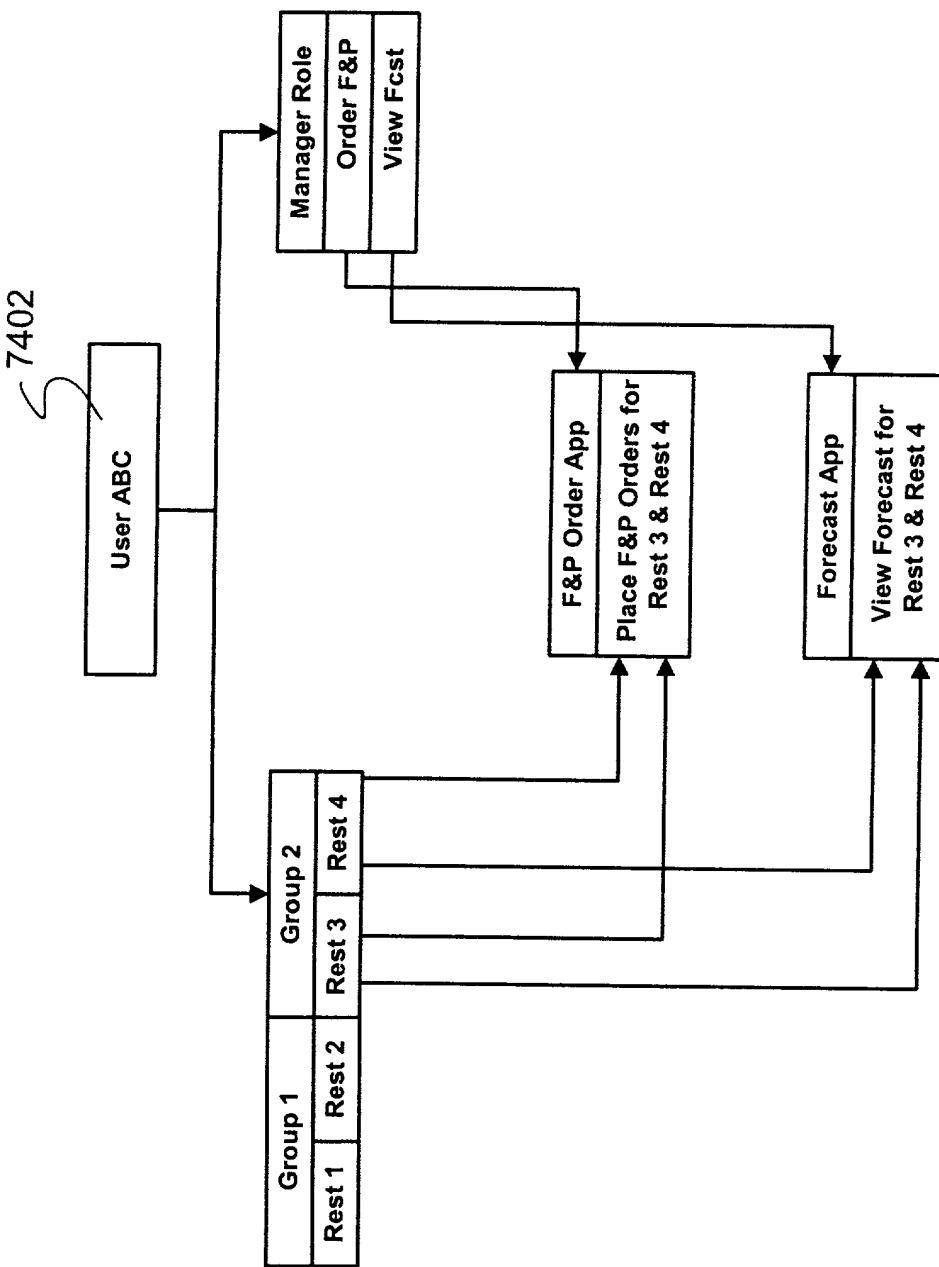


FIG. 74



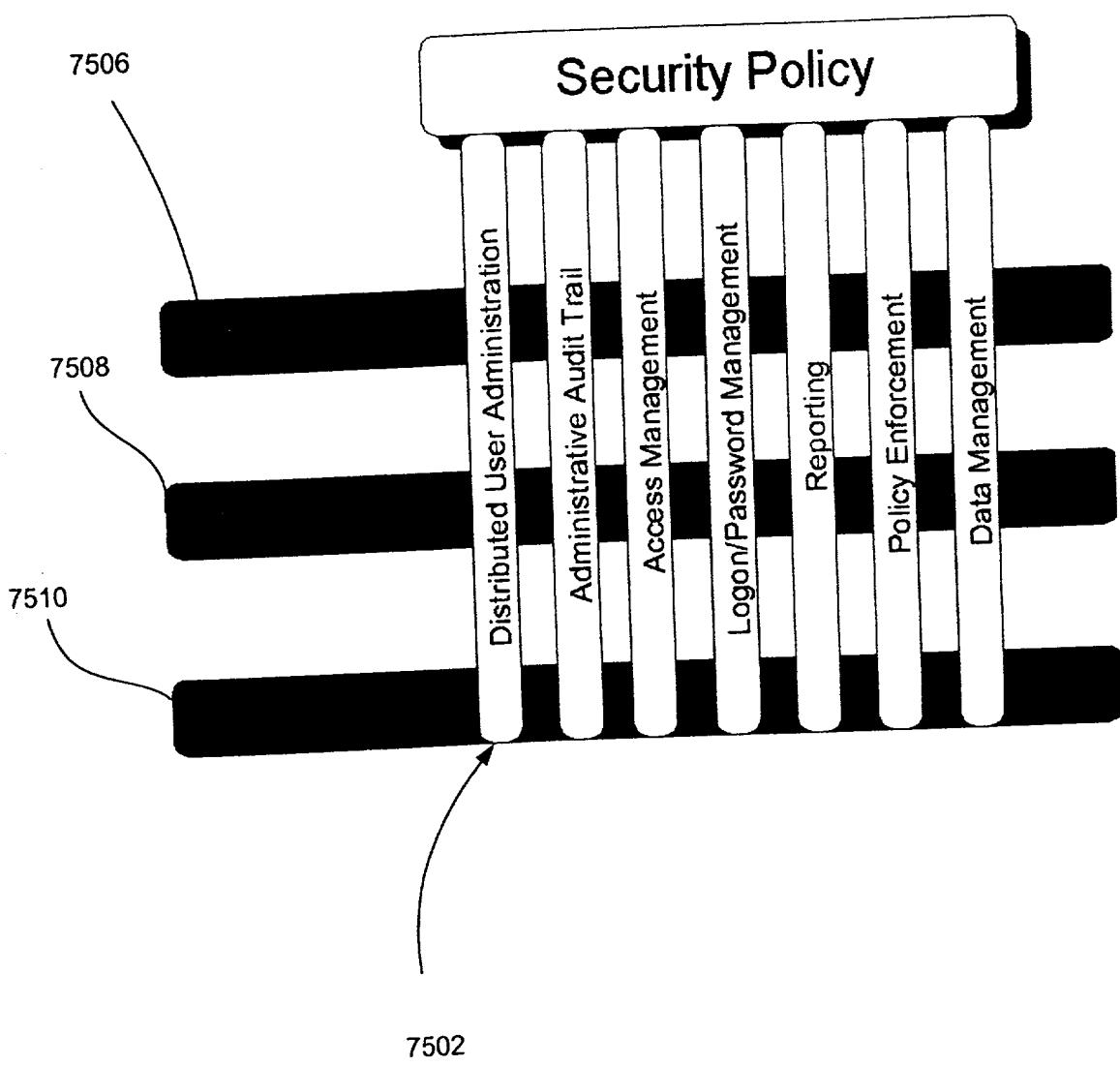


Fig. 75

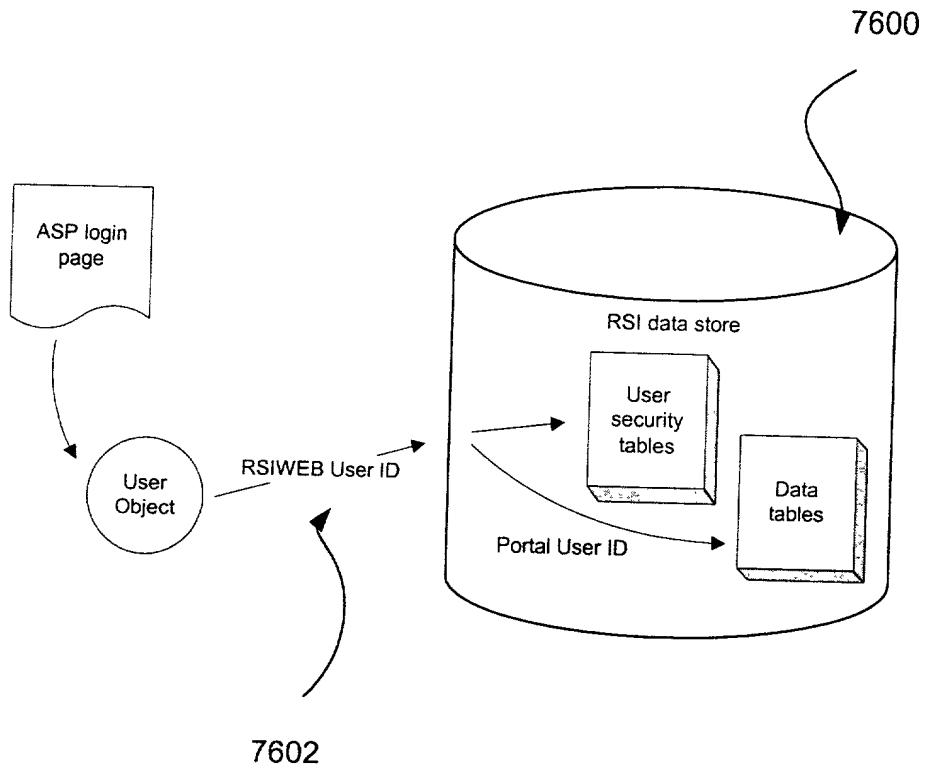


Fig. 76

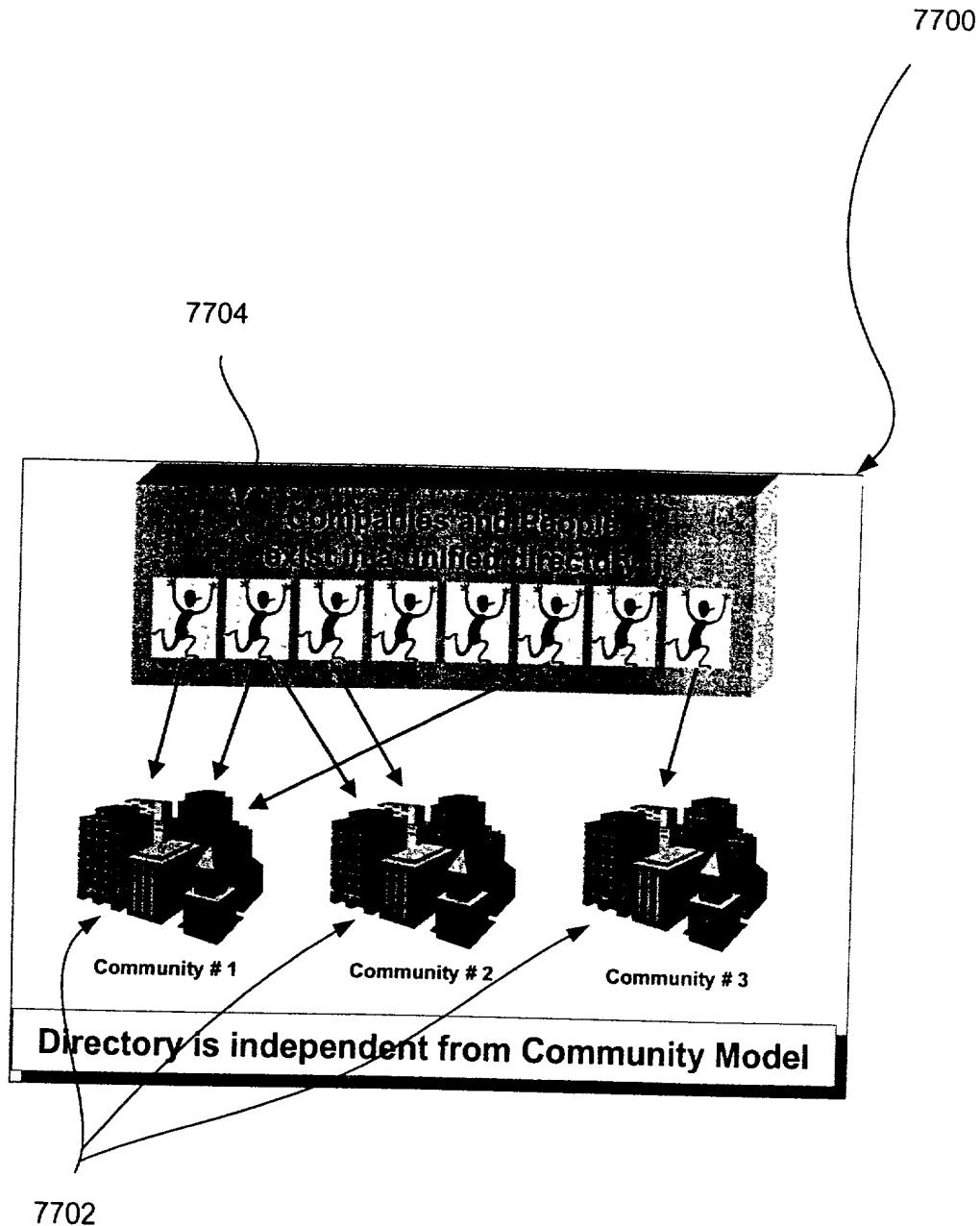


Fig. 77

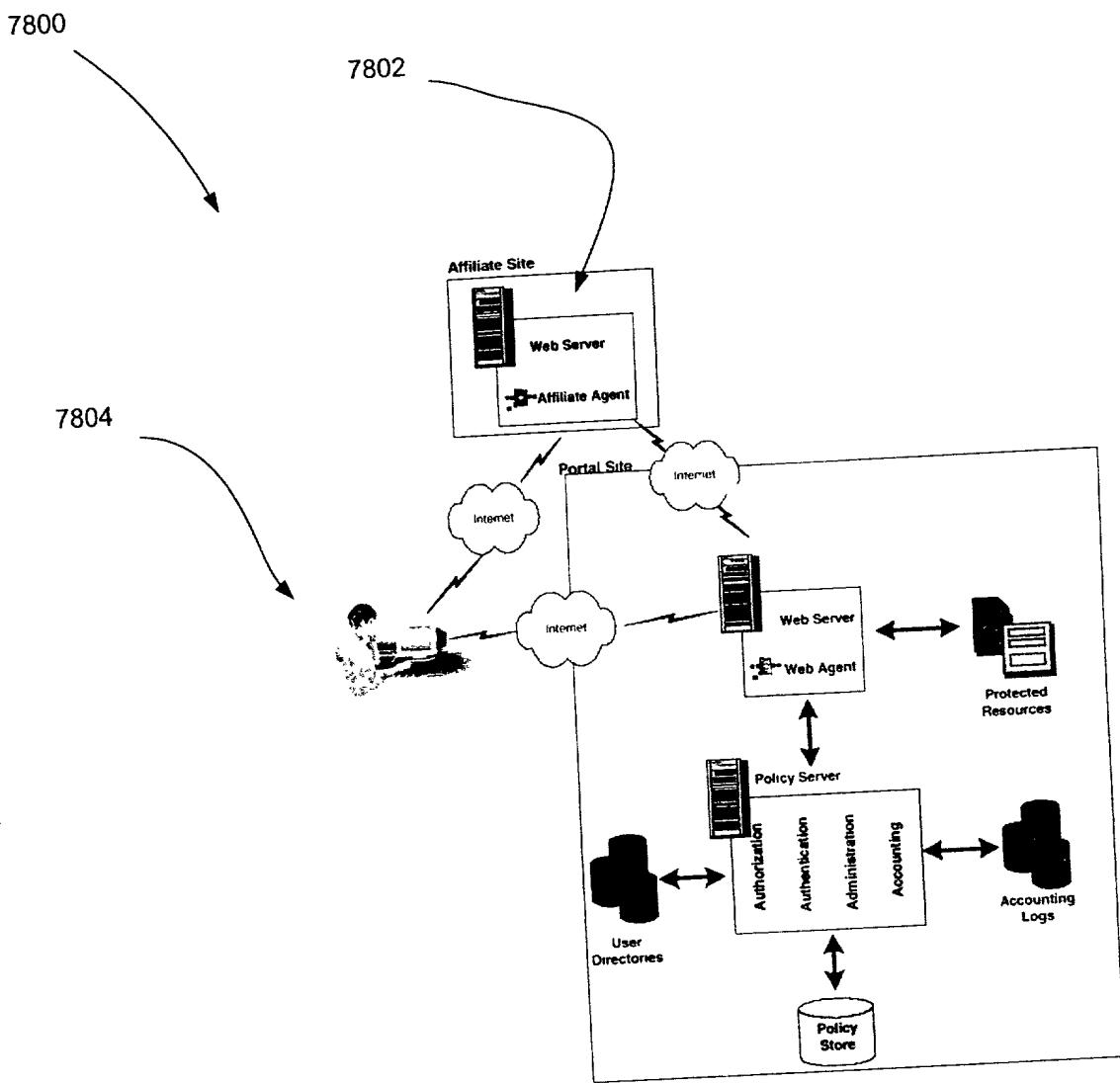


Fig. 78

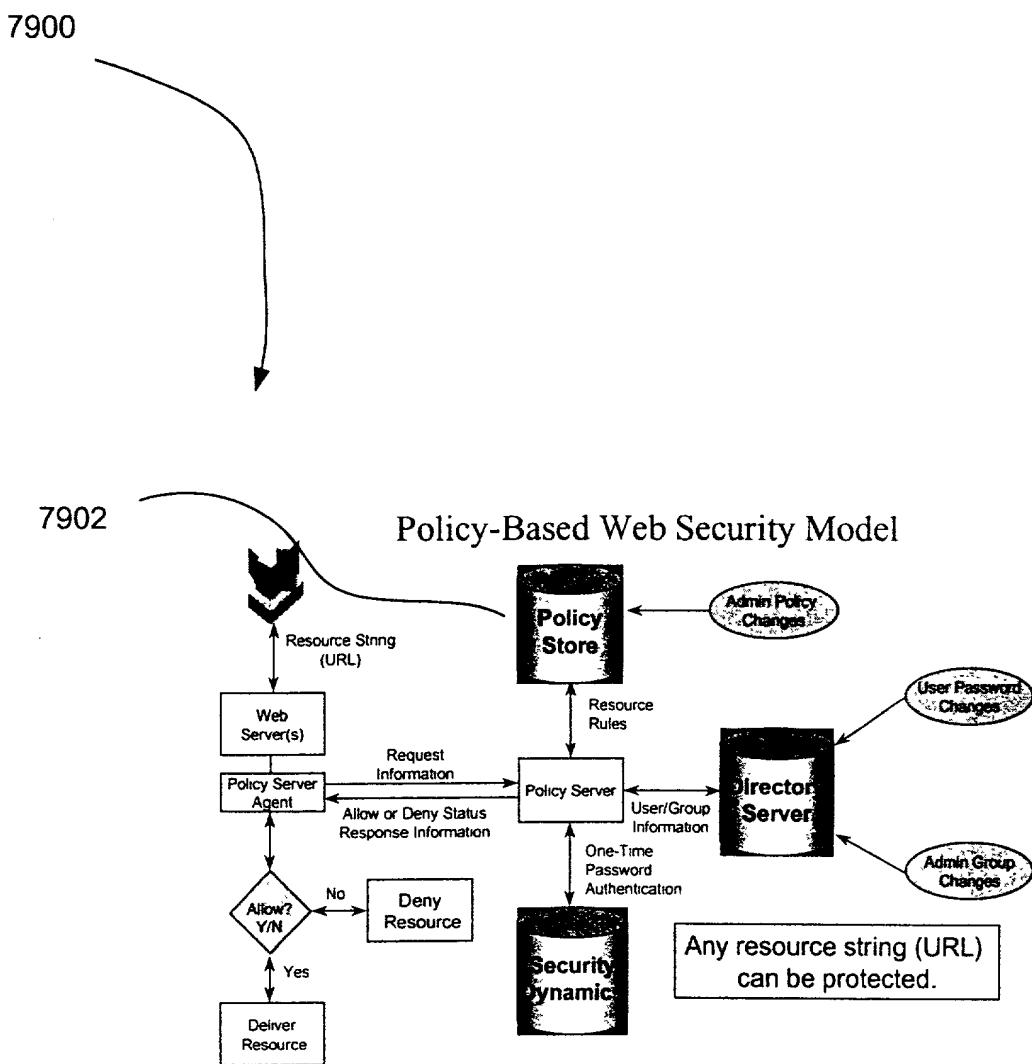


Fig. 79

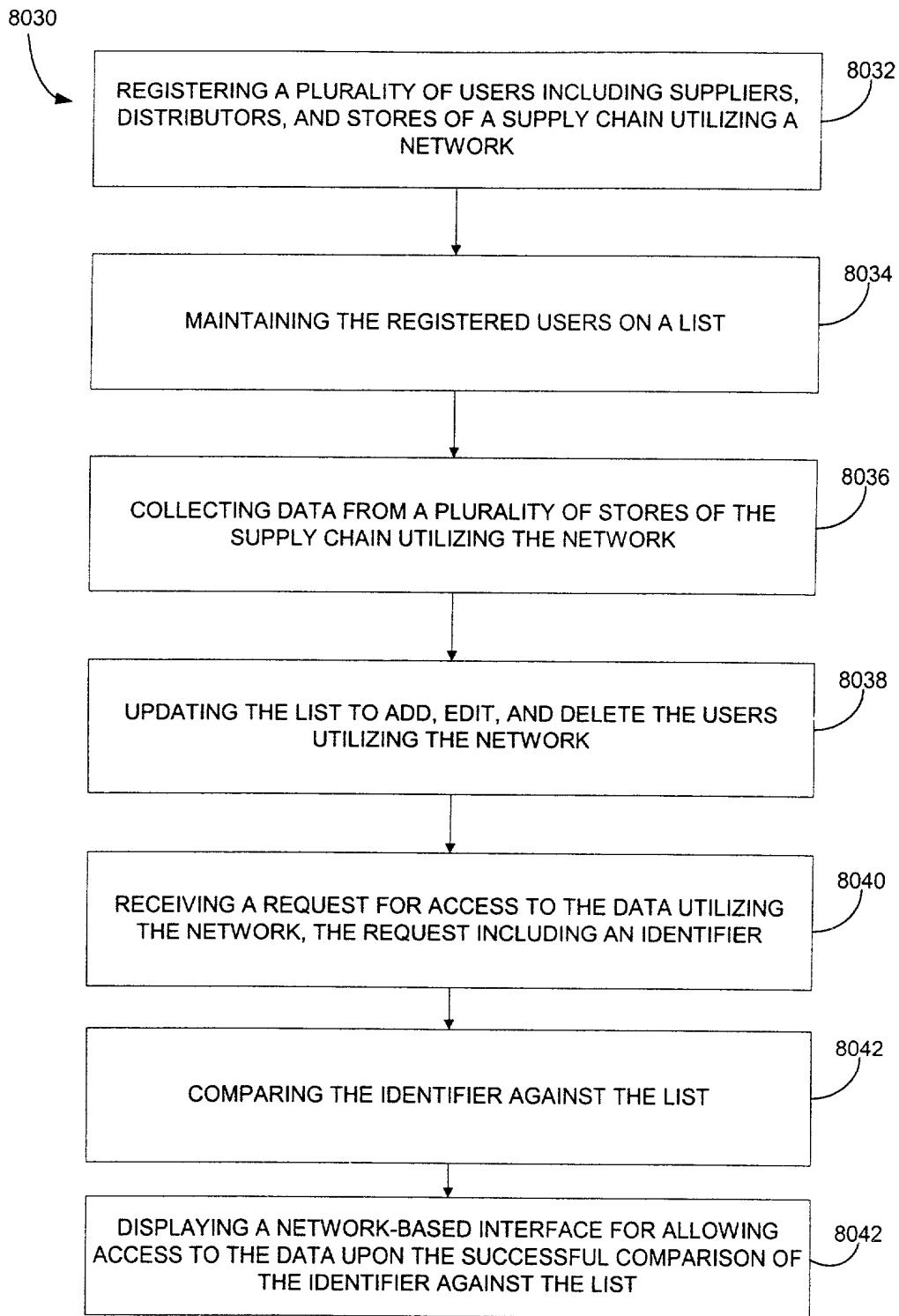


FIG. 80

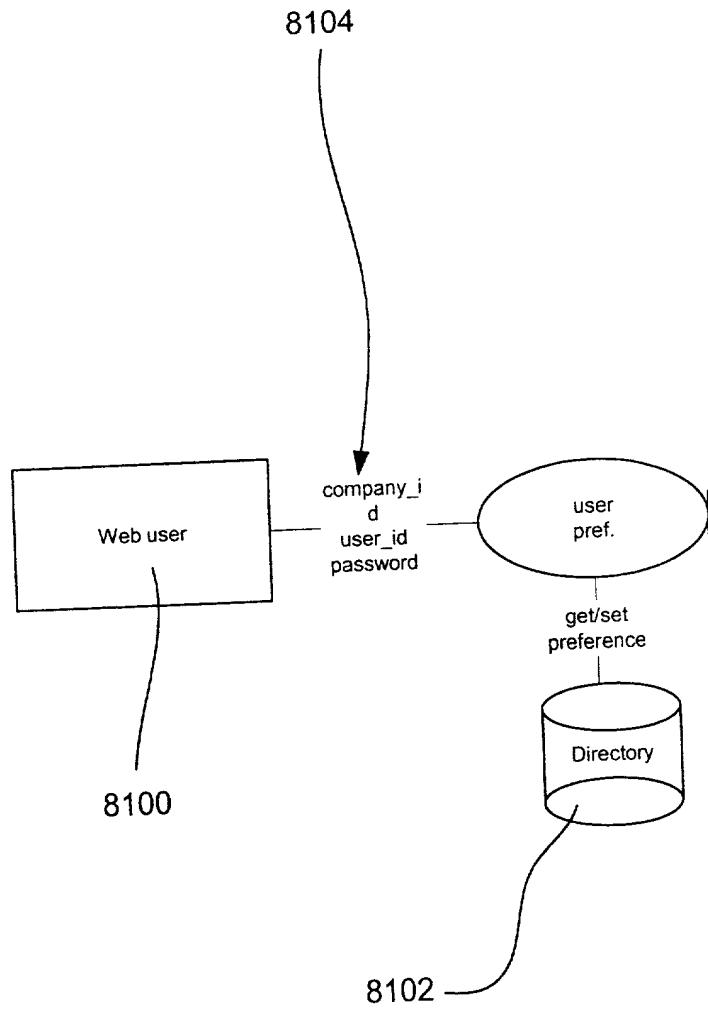


Fig. 81

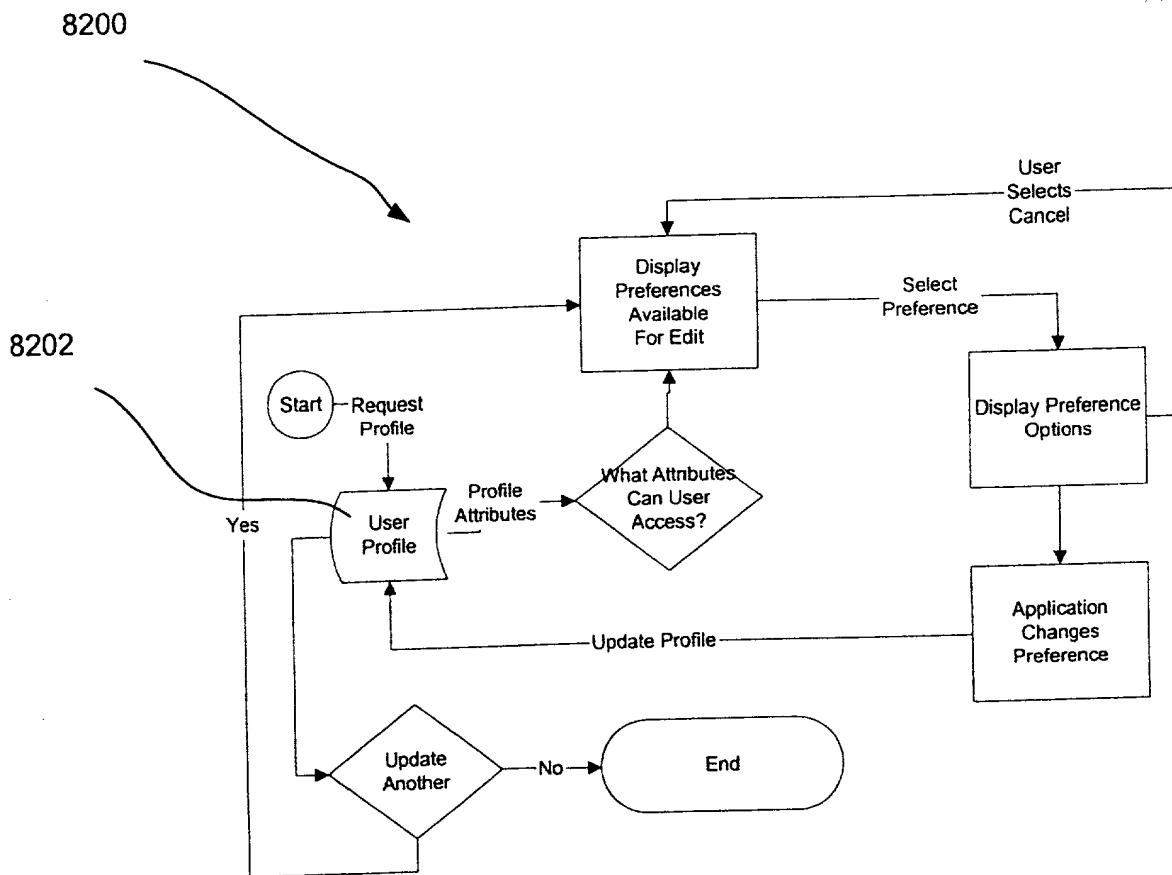


Fig. 82

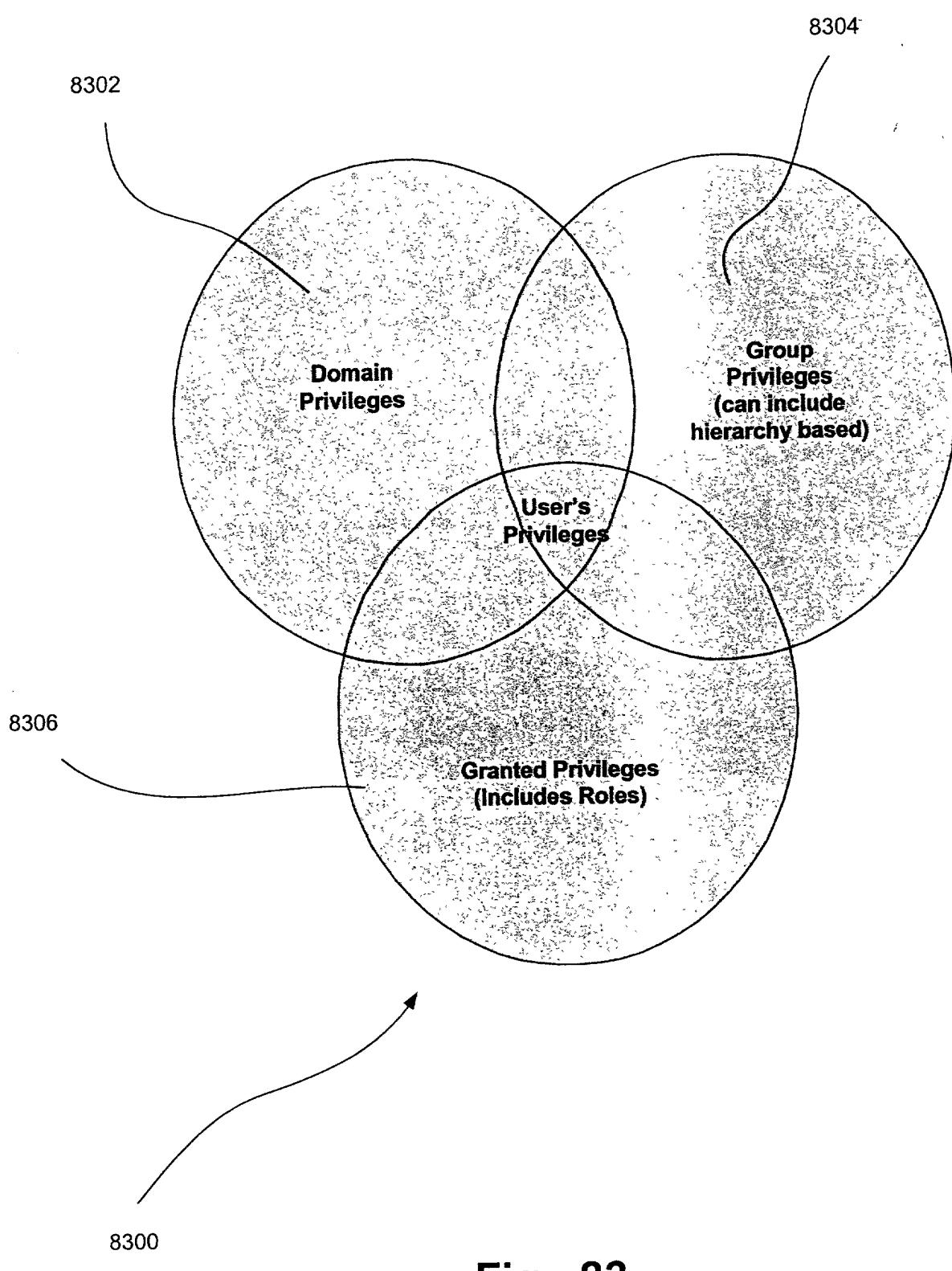


Fig. 83

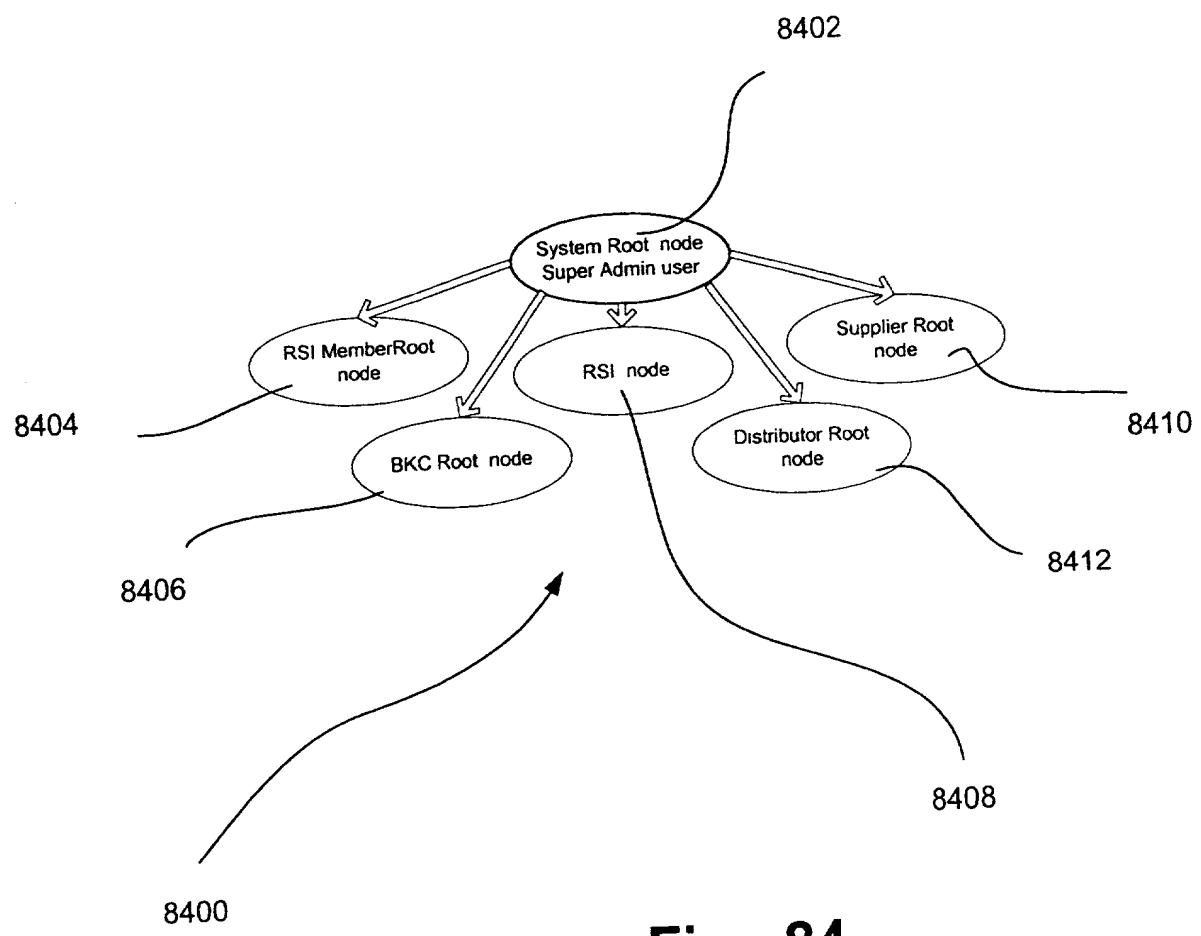


Fig. 84

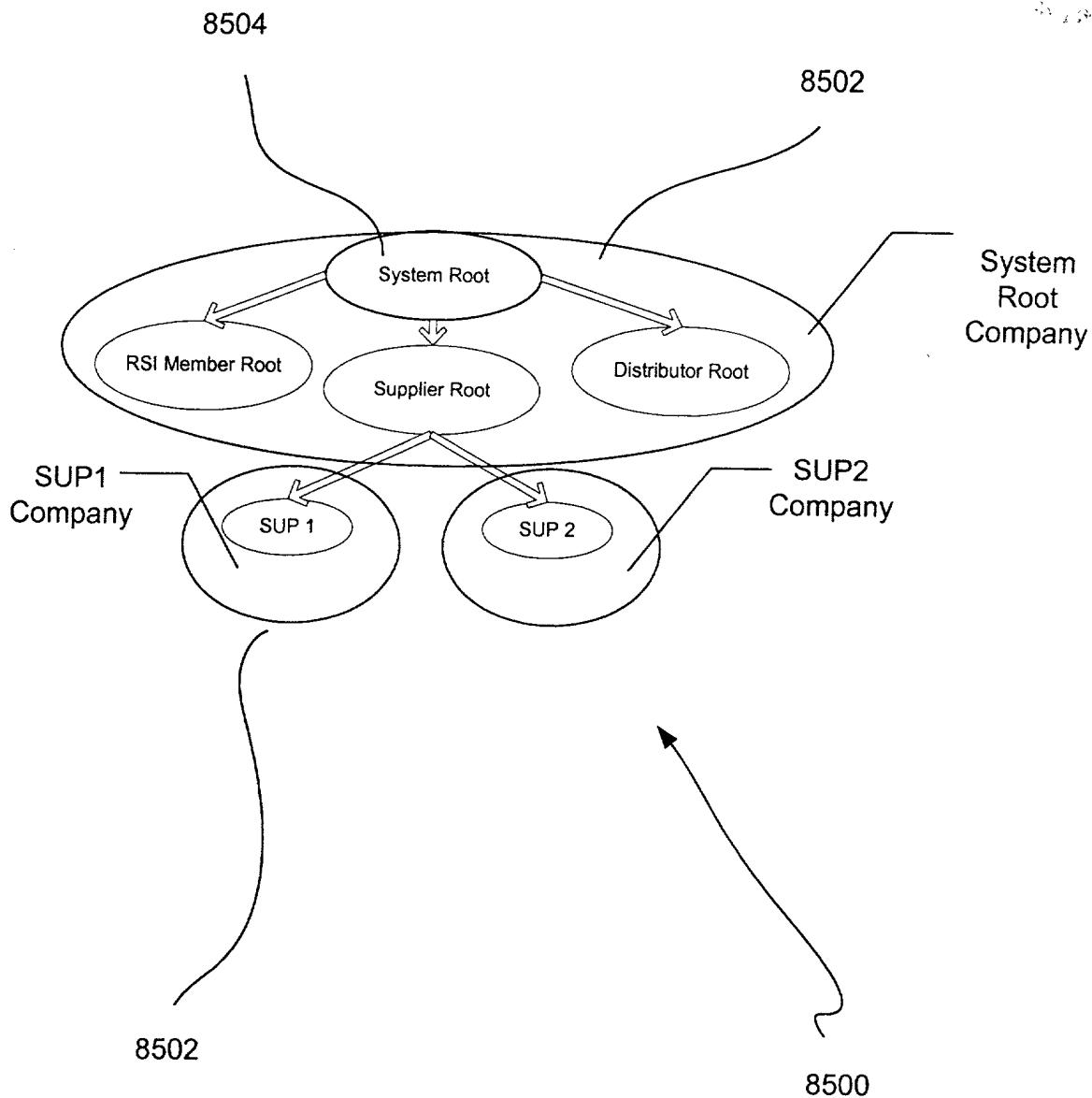


Fig. 85

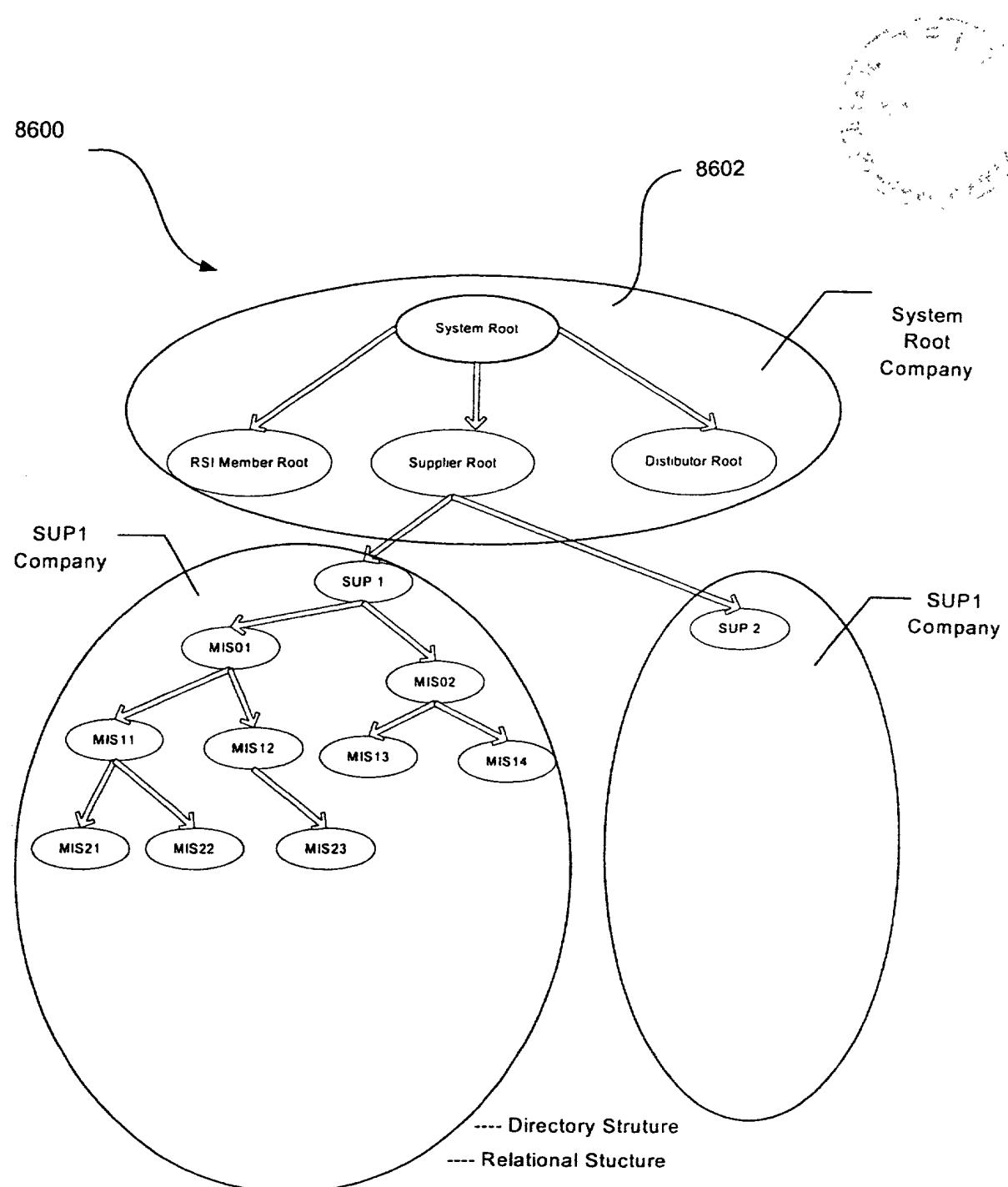


Fig. 86

8700

Group Hierarchy Management: Data Flow

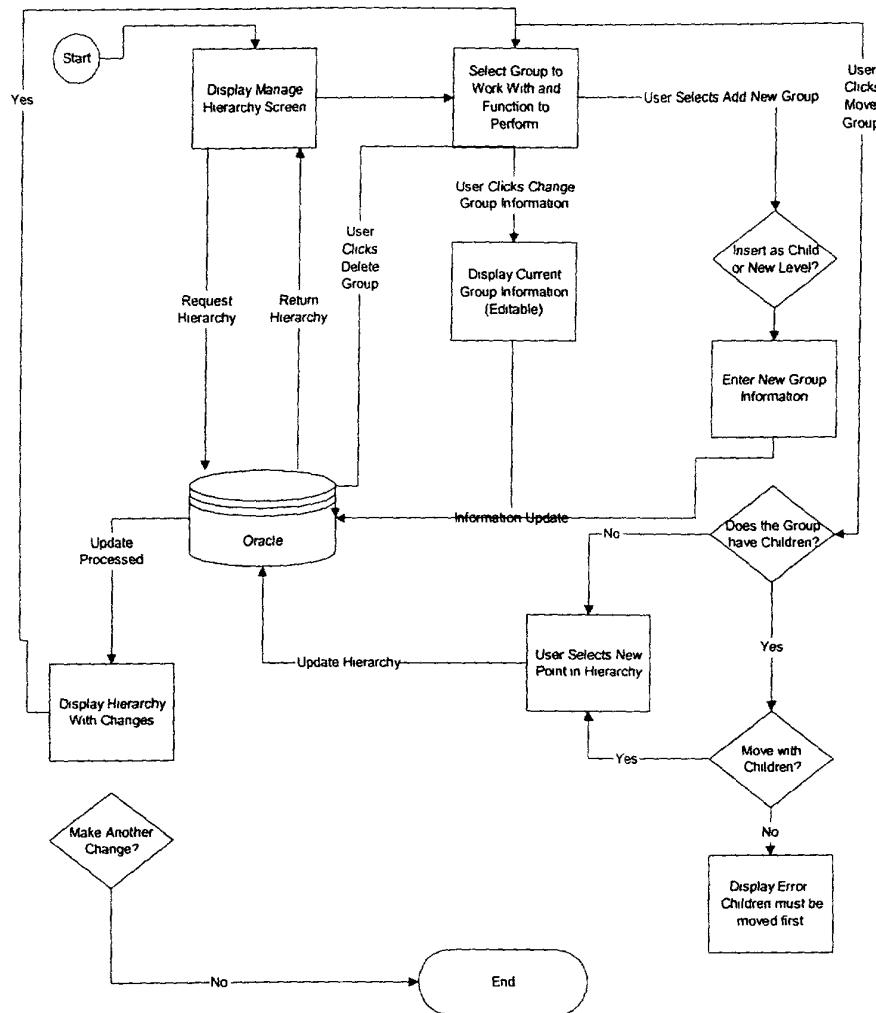


Fig. 87

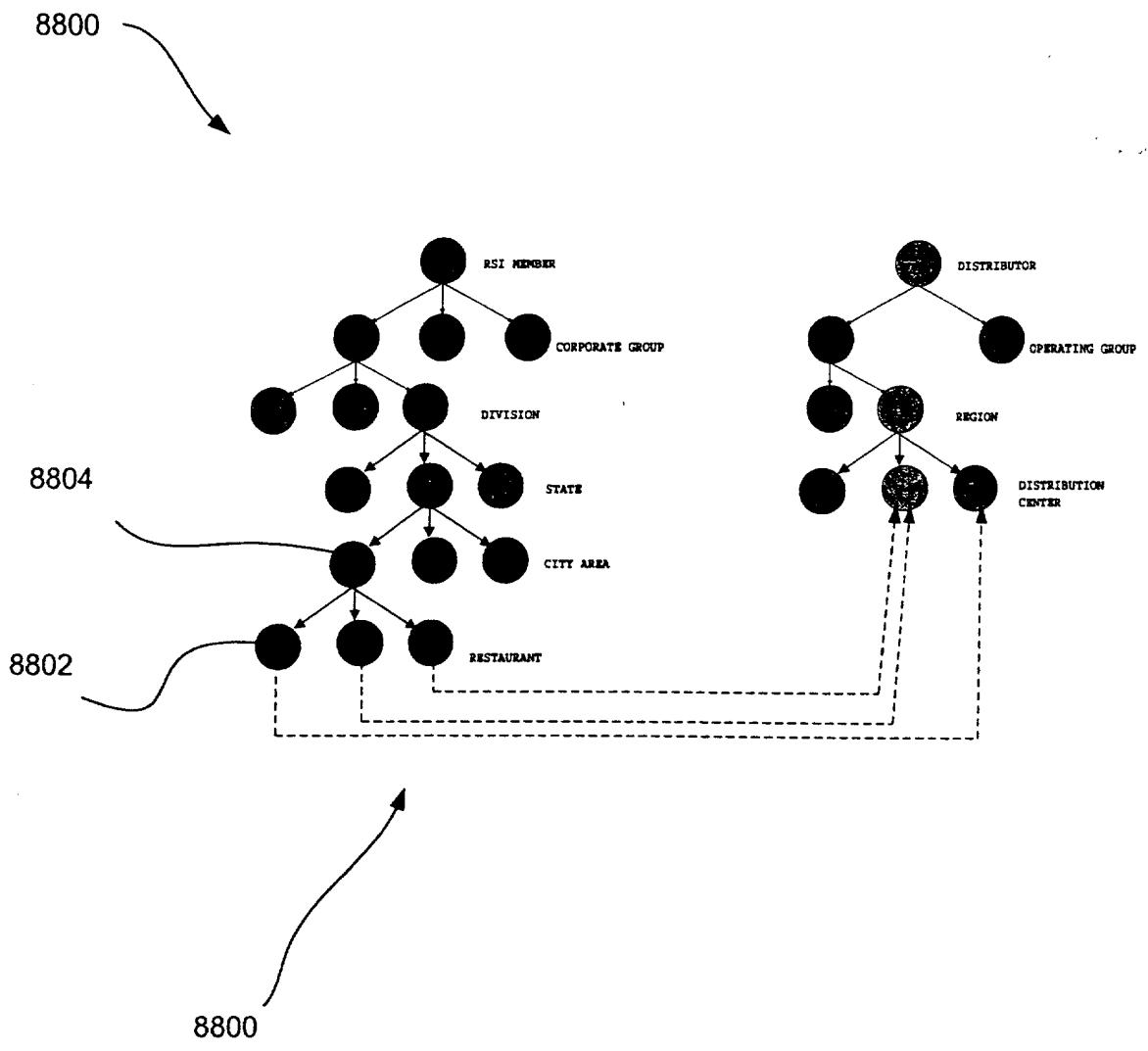


Fig. 88

8902

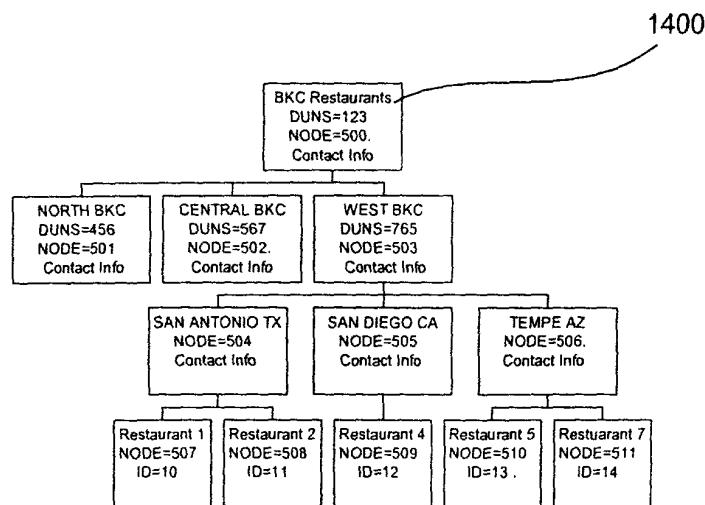


Fig. 89

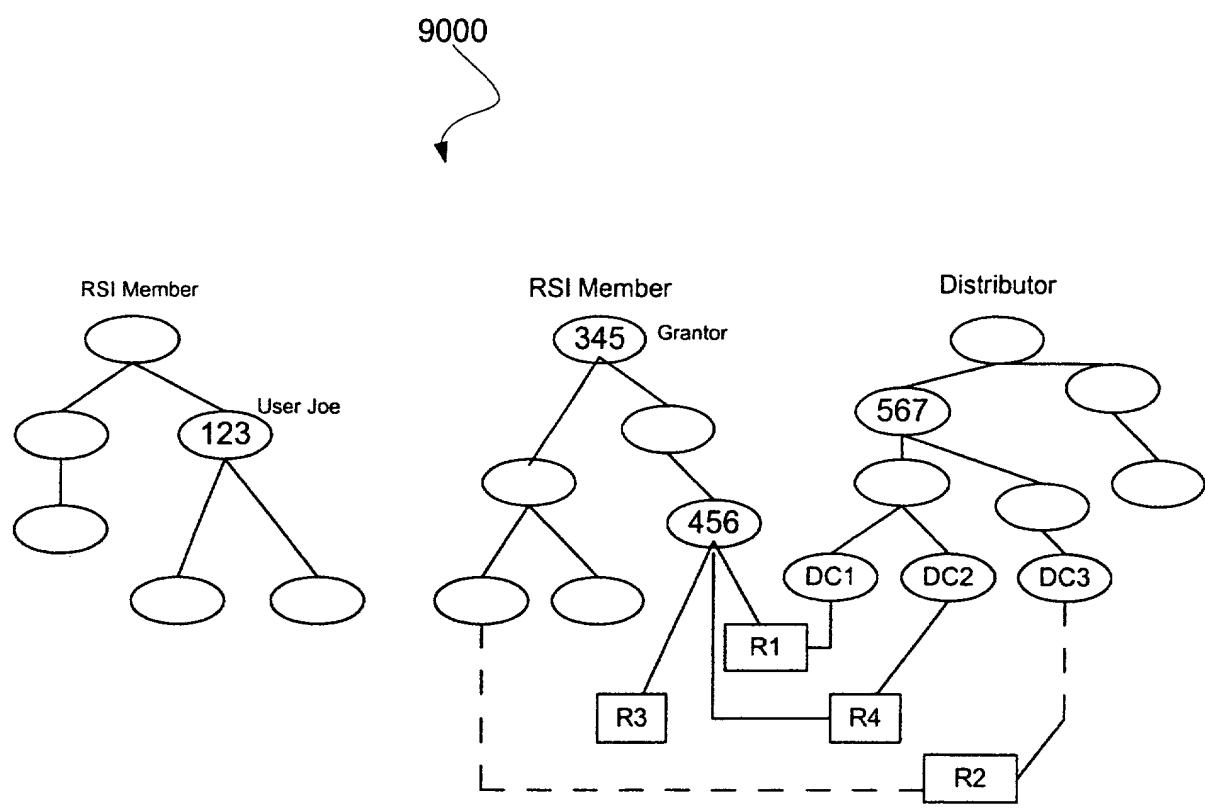


FIG. 90

9100

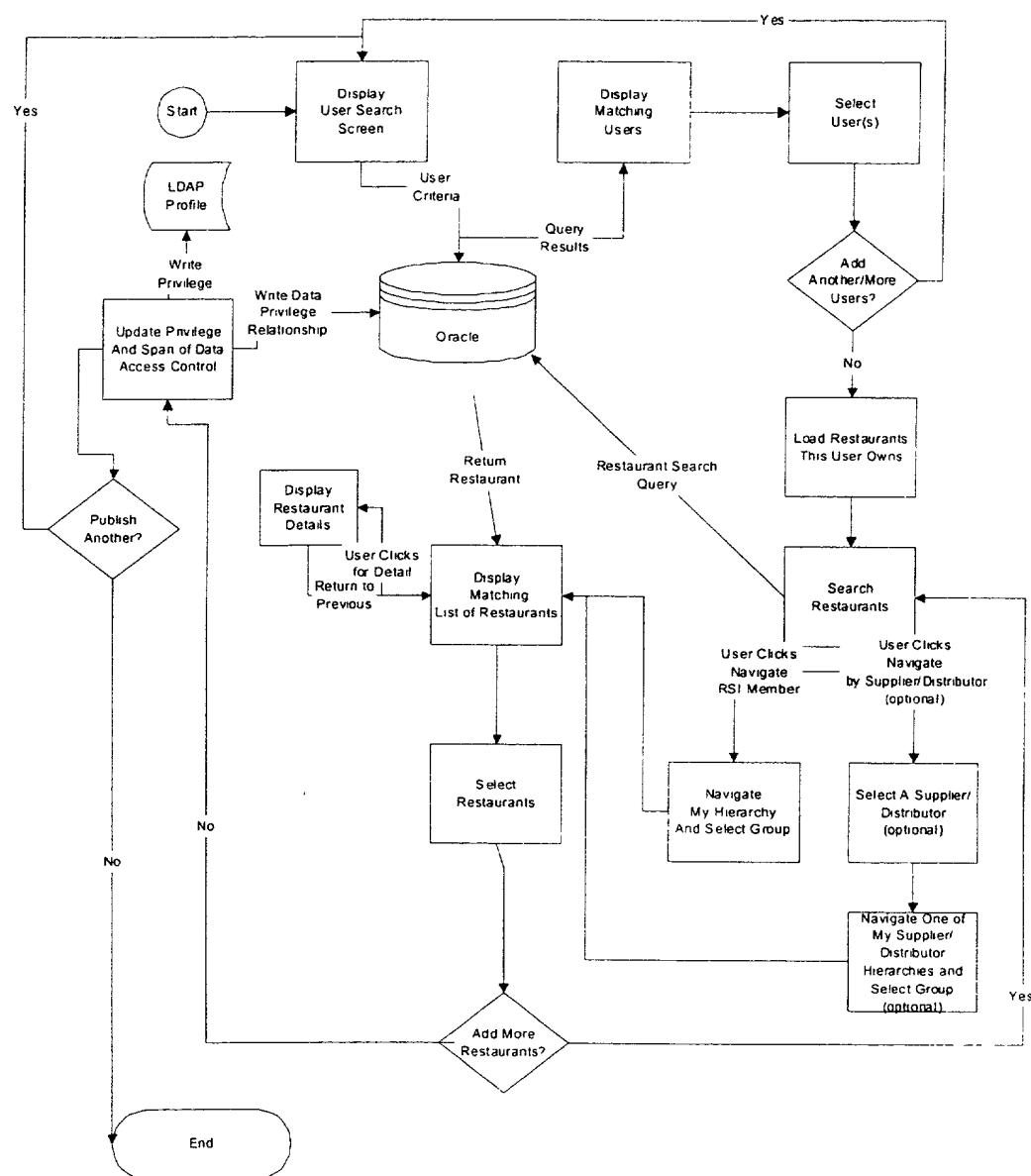


Fig. 91

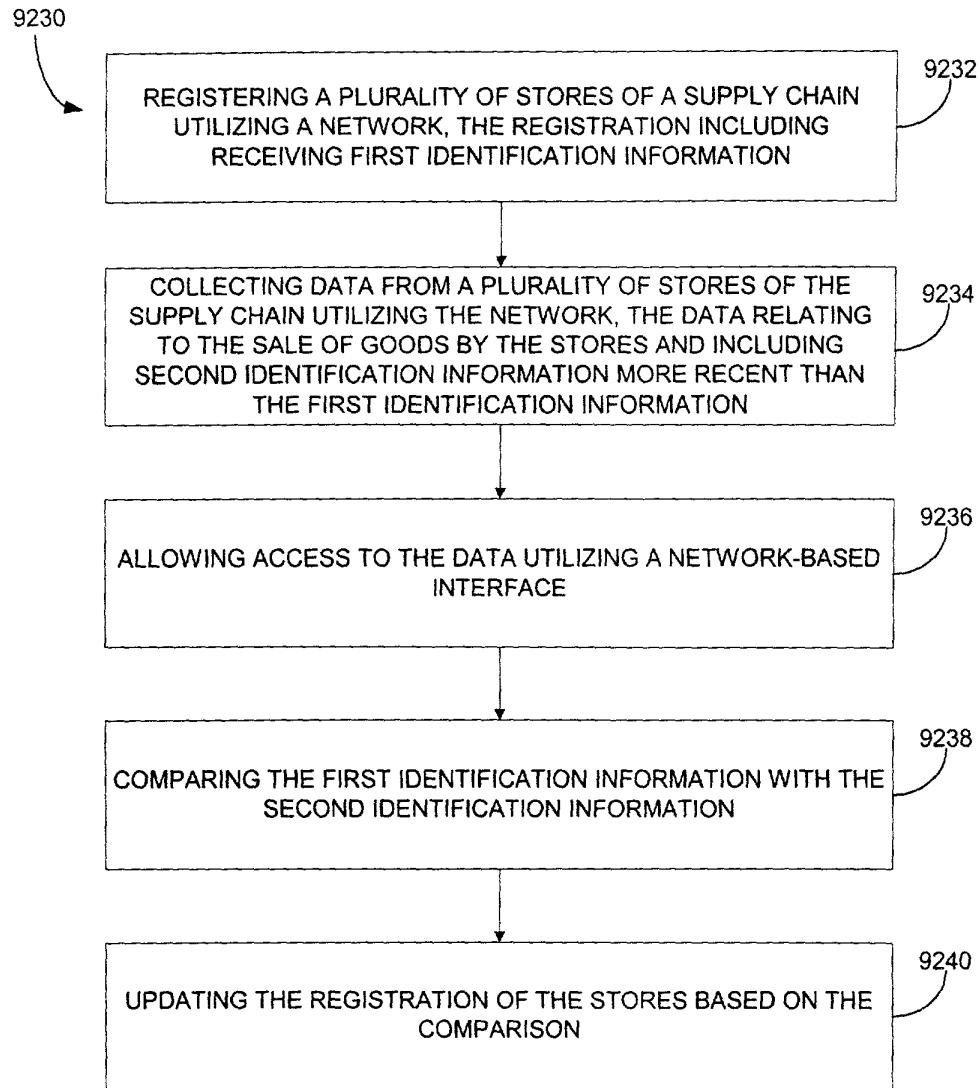


FIG. 92

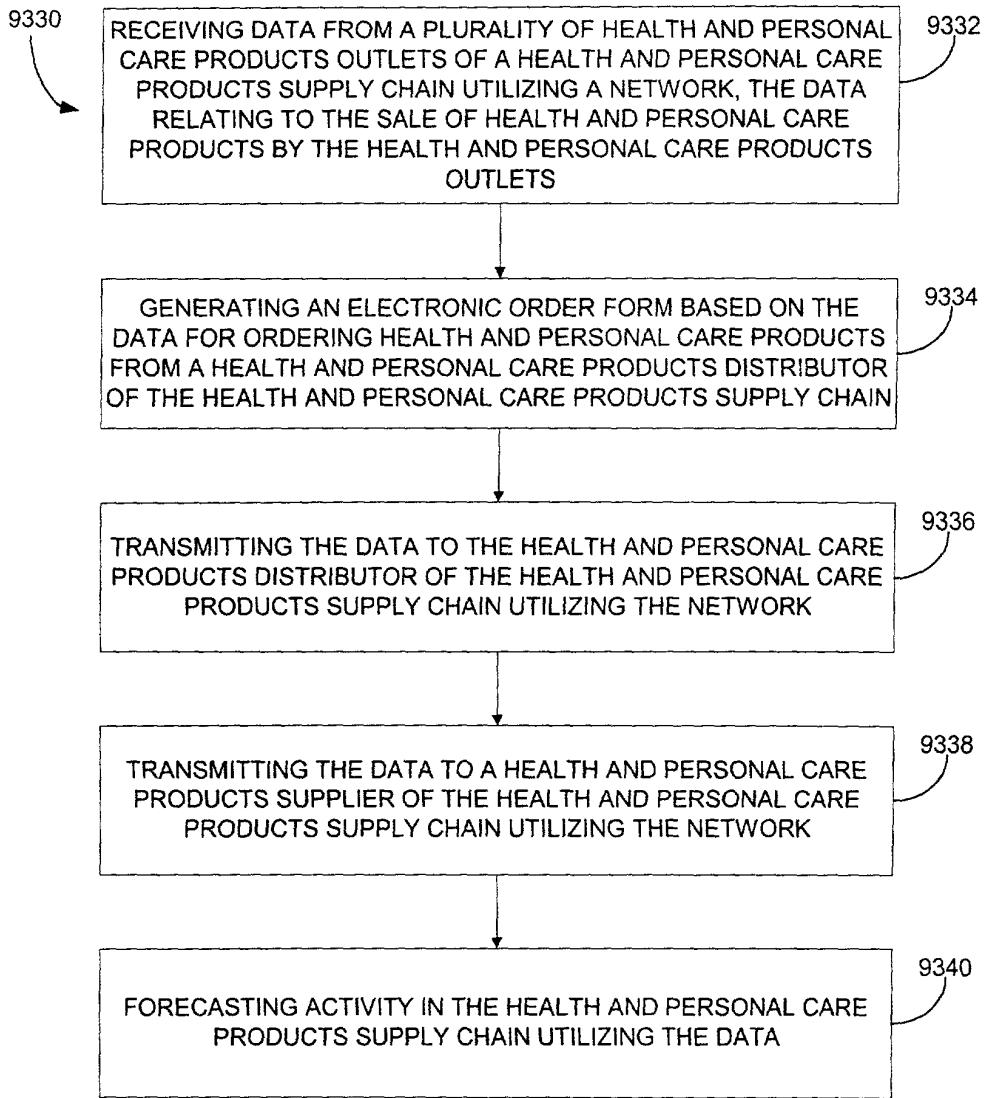


FIG. 93

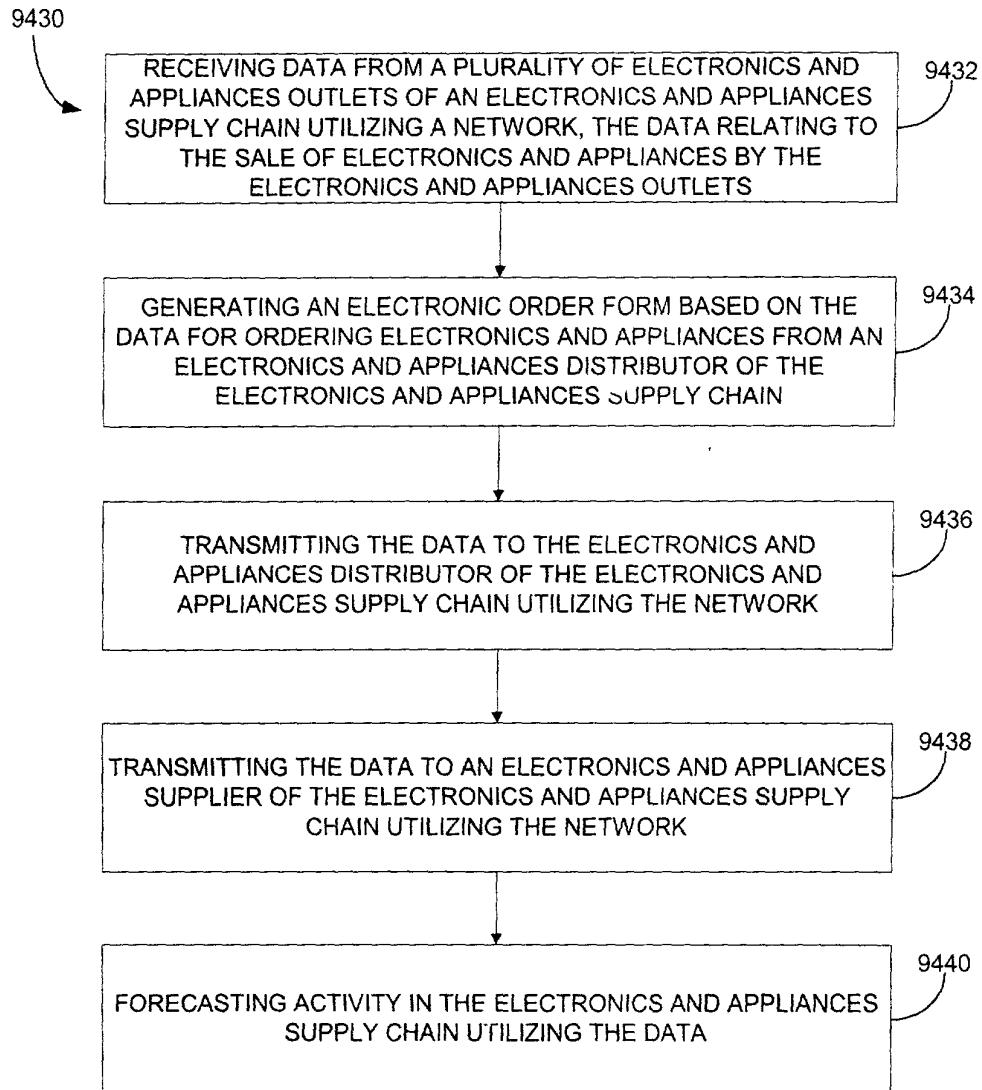


FIG. 94

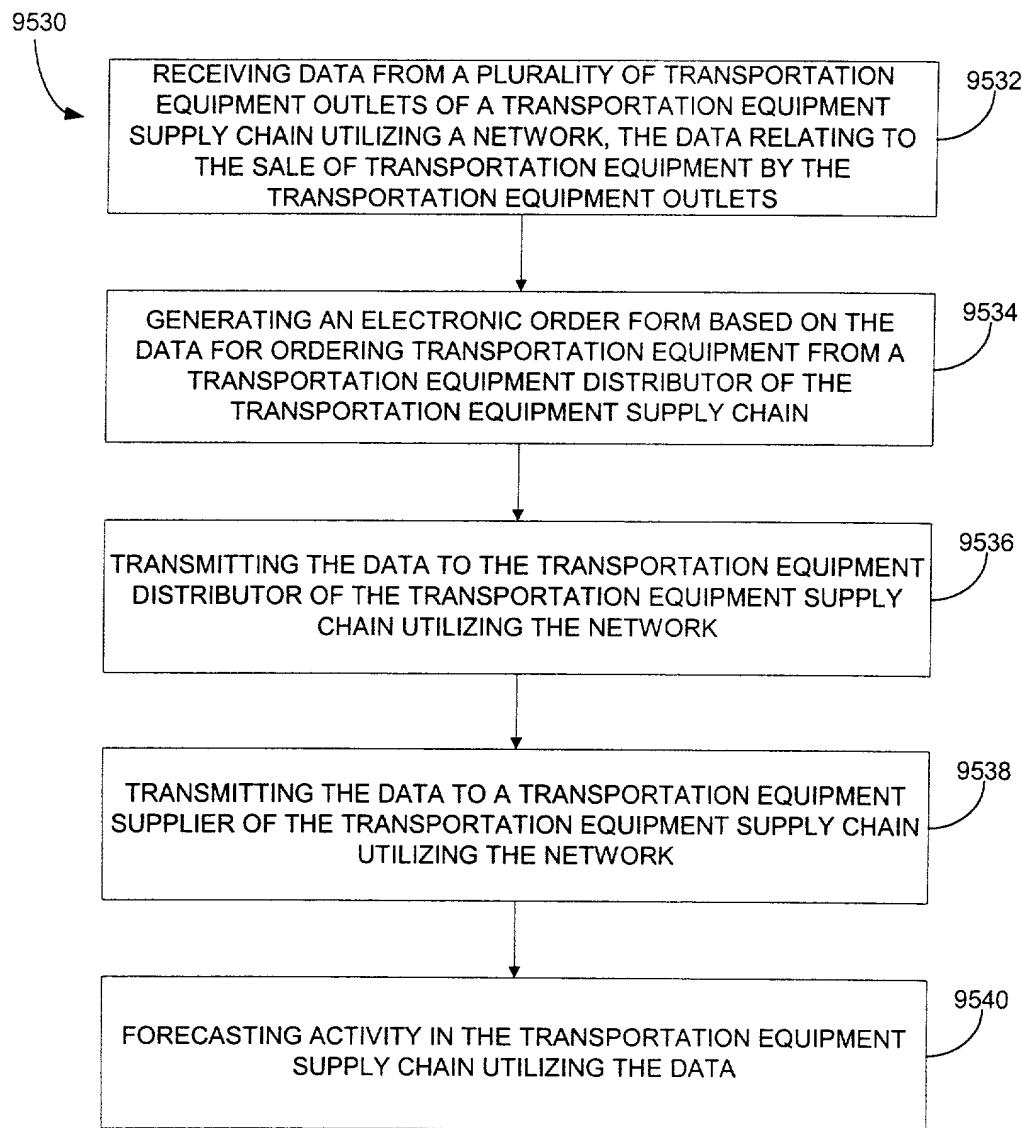


FIG. 95

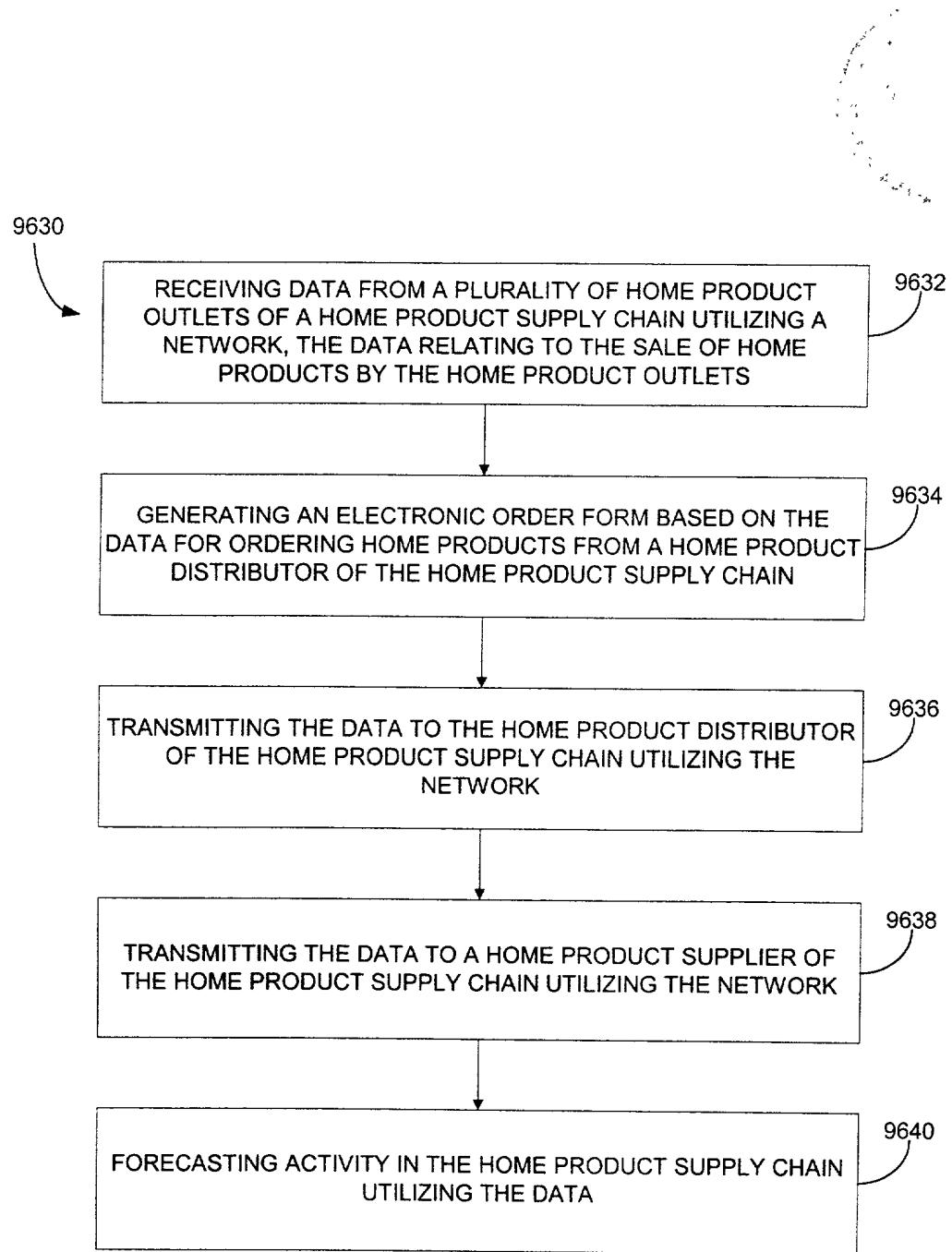


FIG. 96

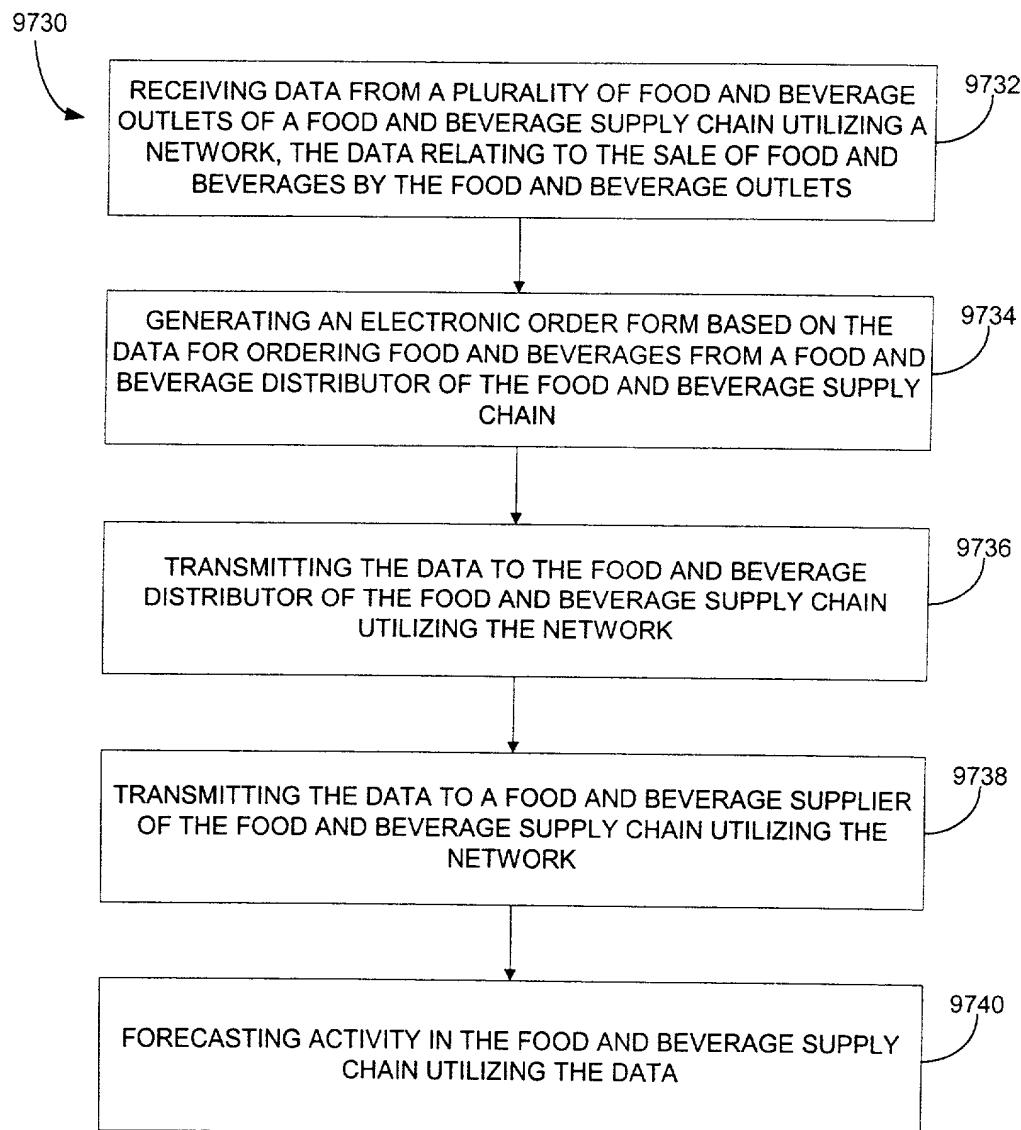


FIG. 97

9000 8000 7000 6000 5000 4000 3000 2000 1000

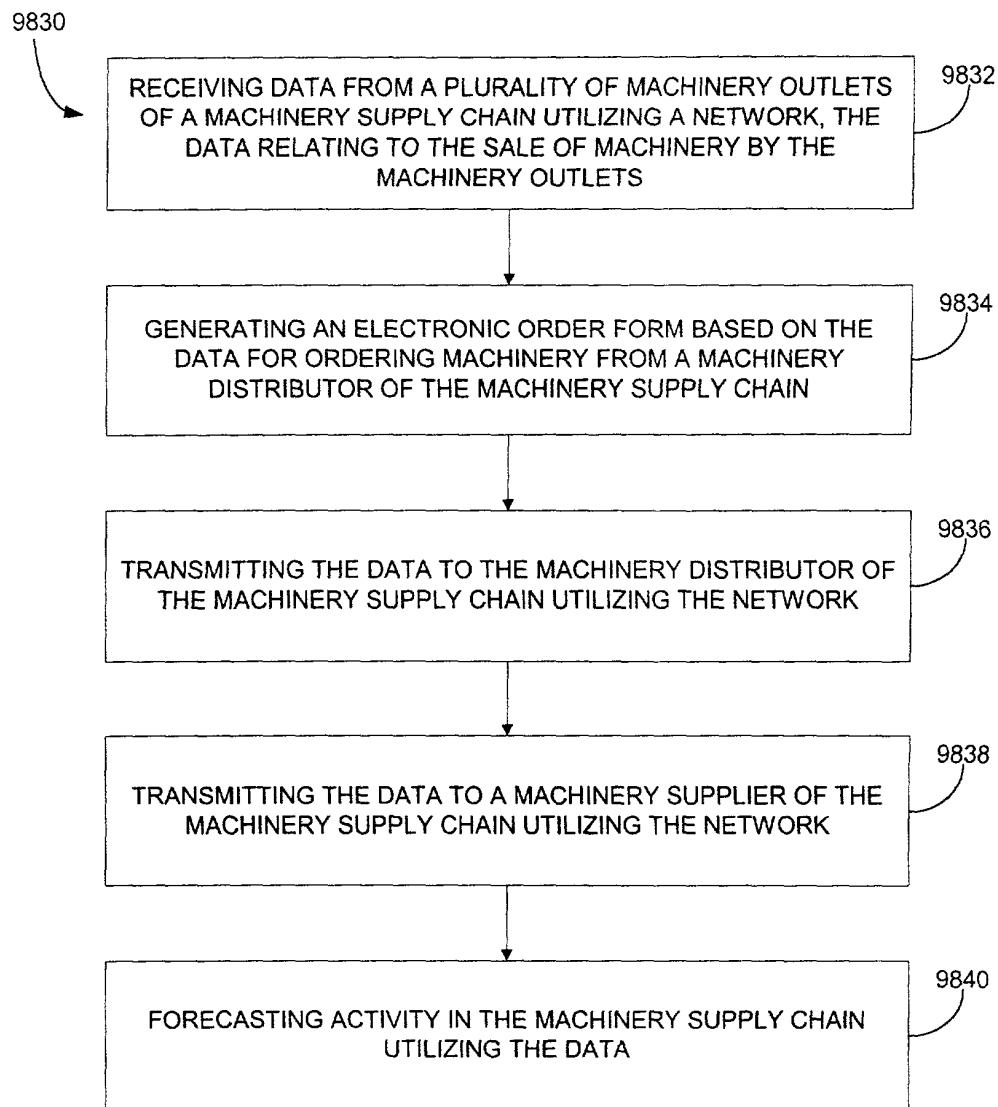


FIG. 98

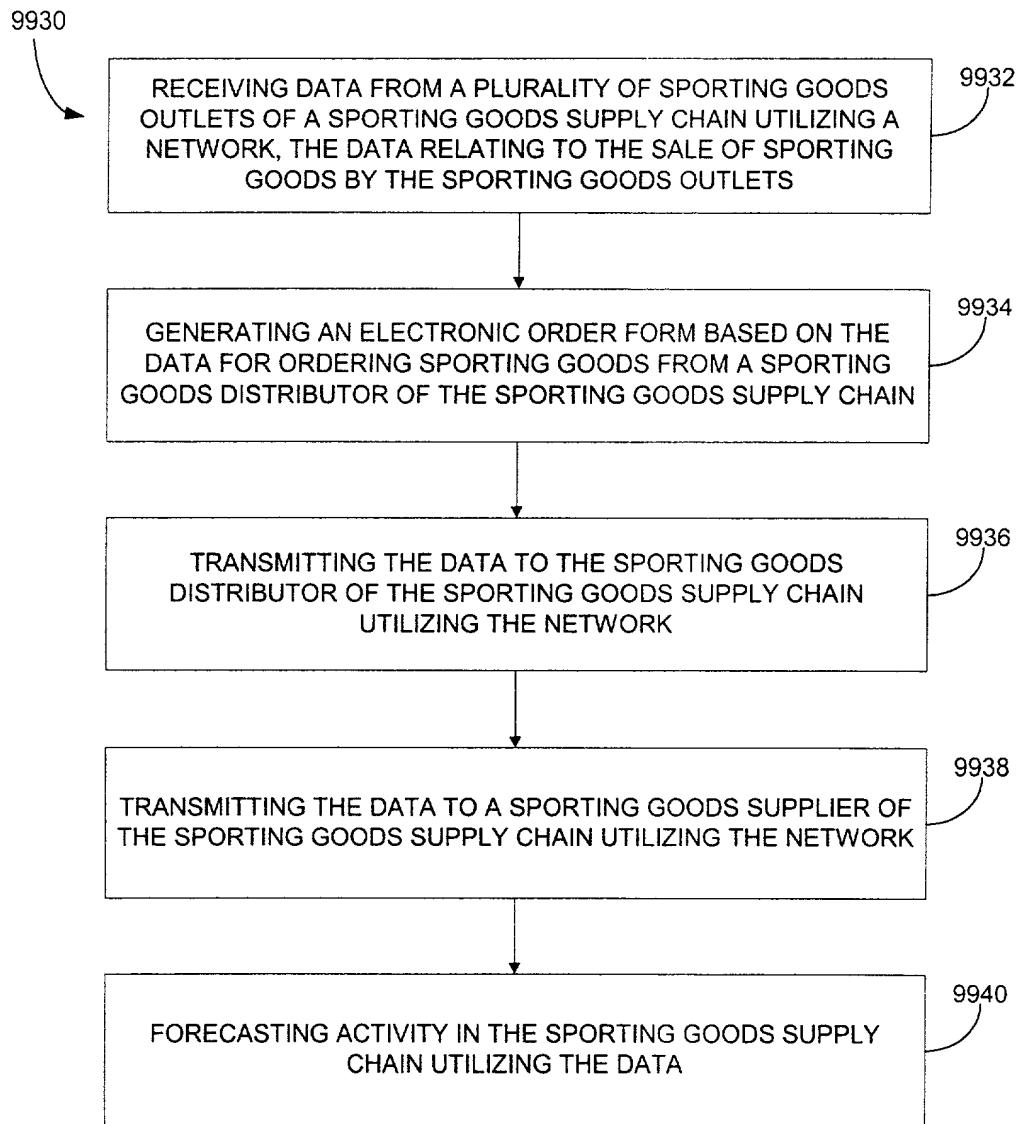


FIG. 99

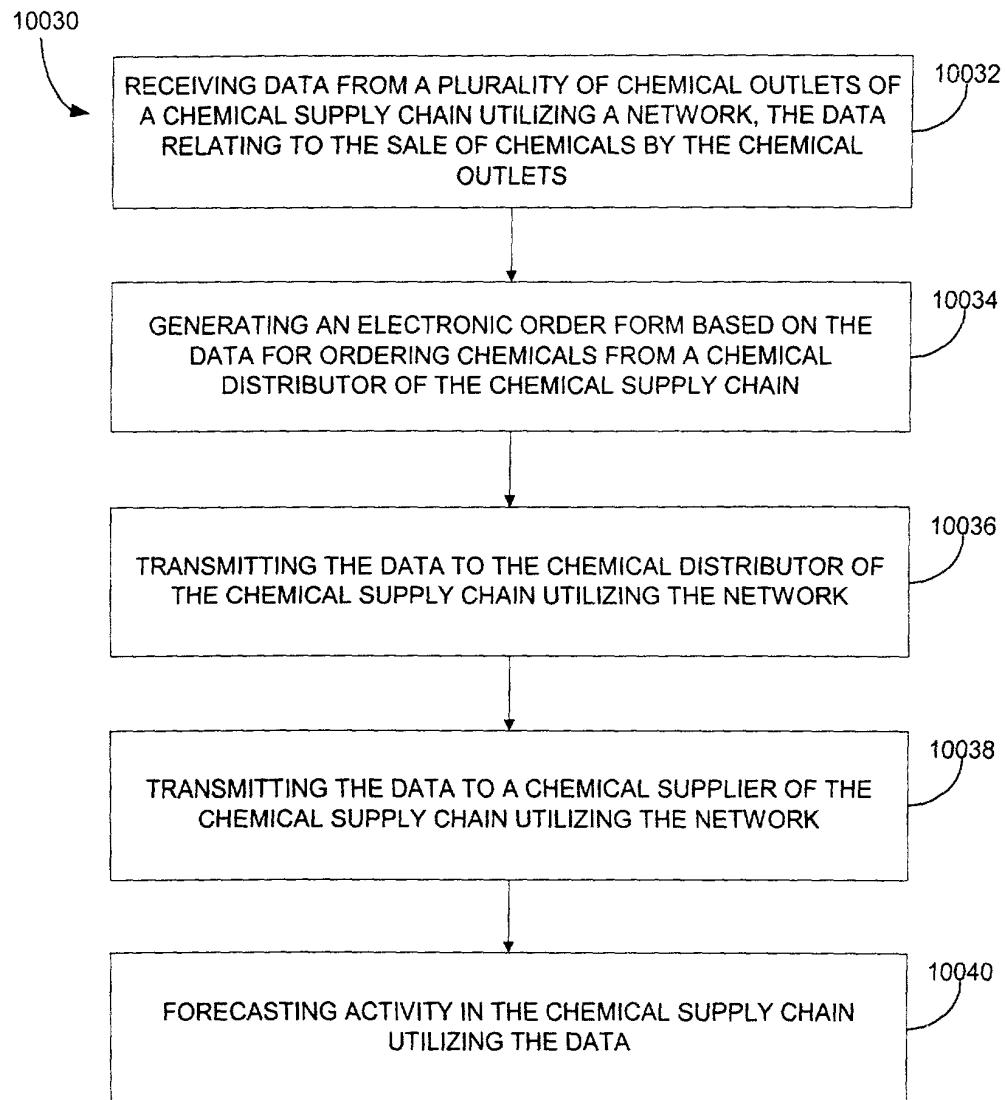


FIG. 100

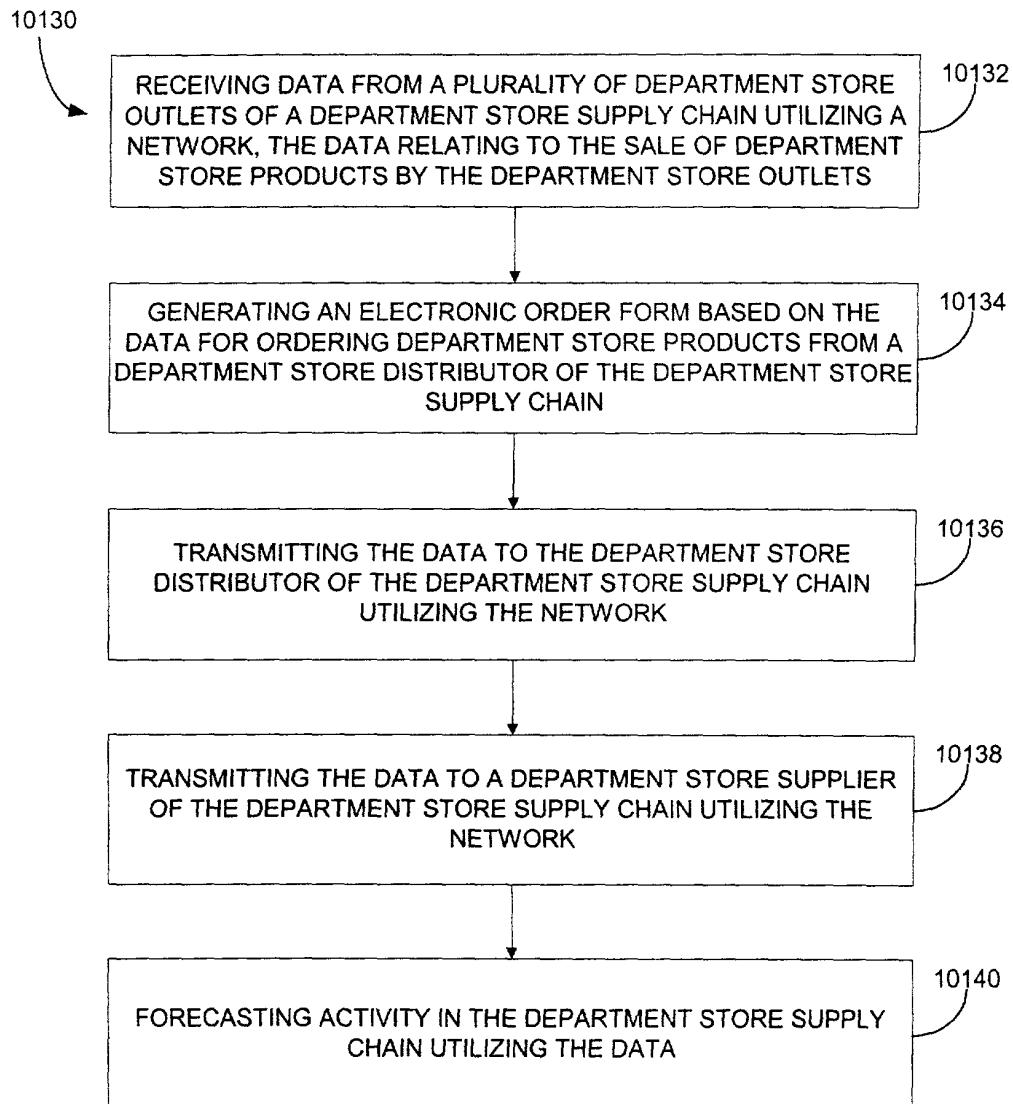


FIG. 101

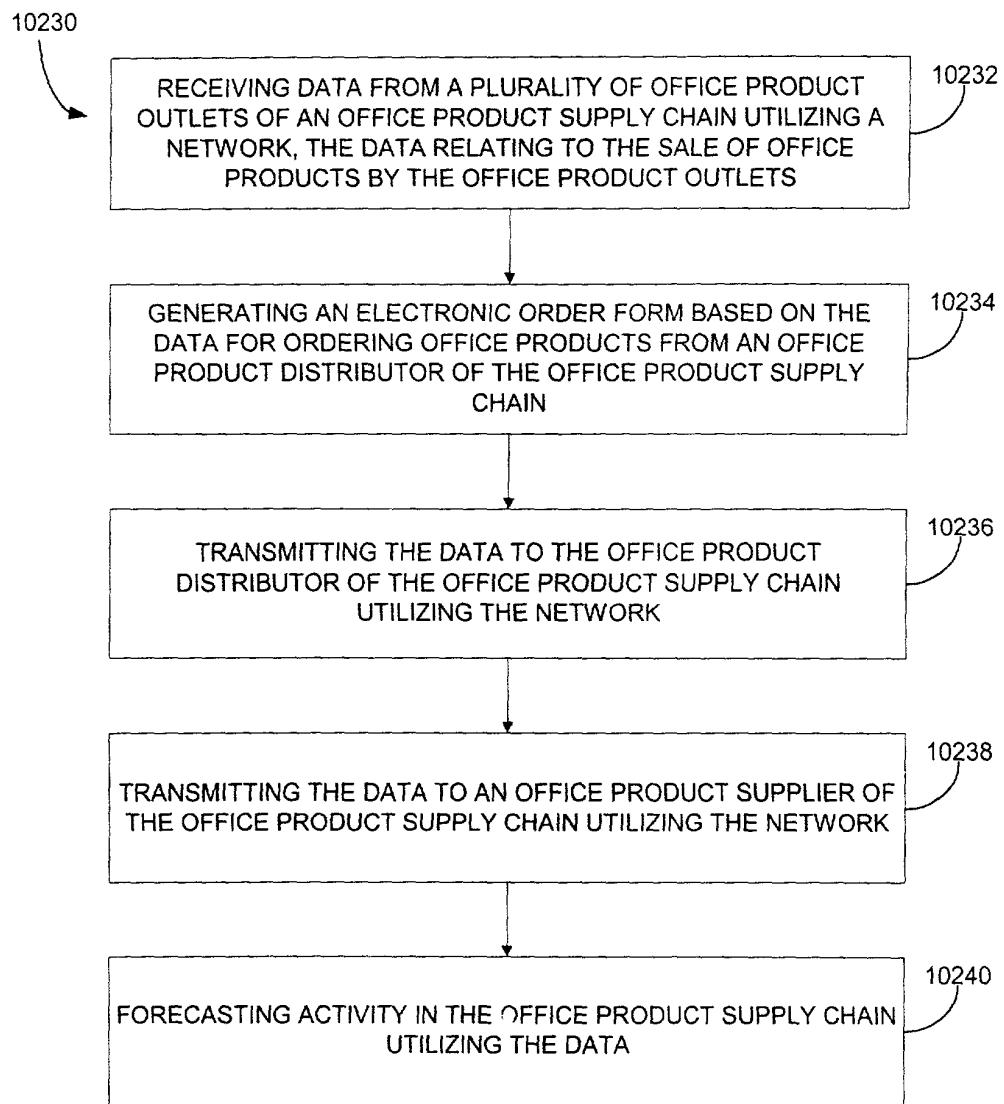


FIG. 102A

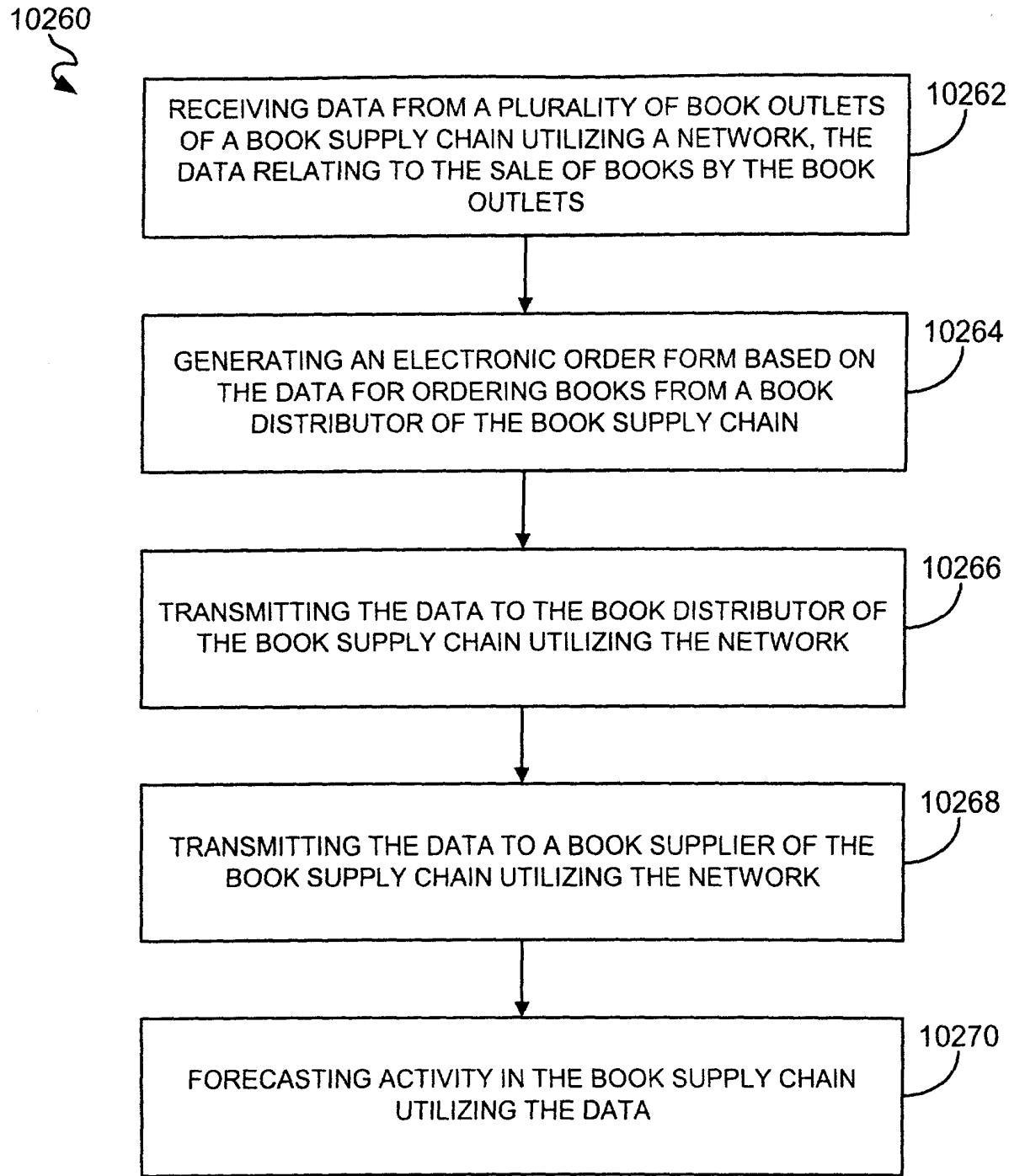


FIG. 102B

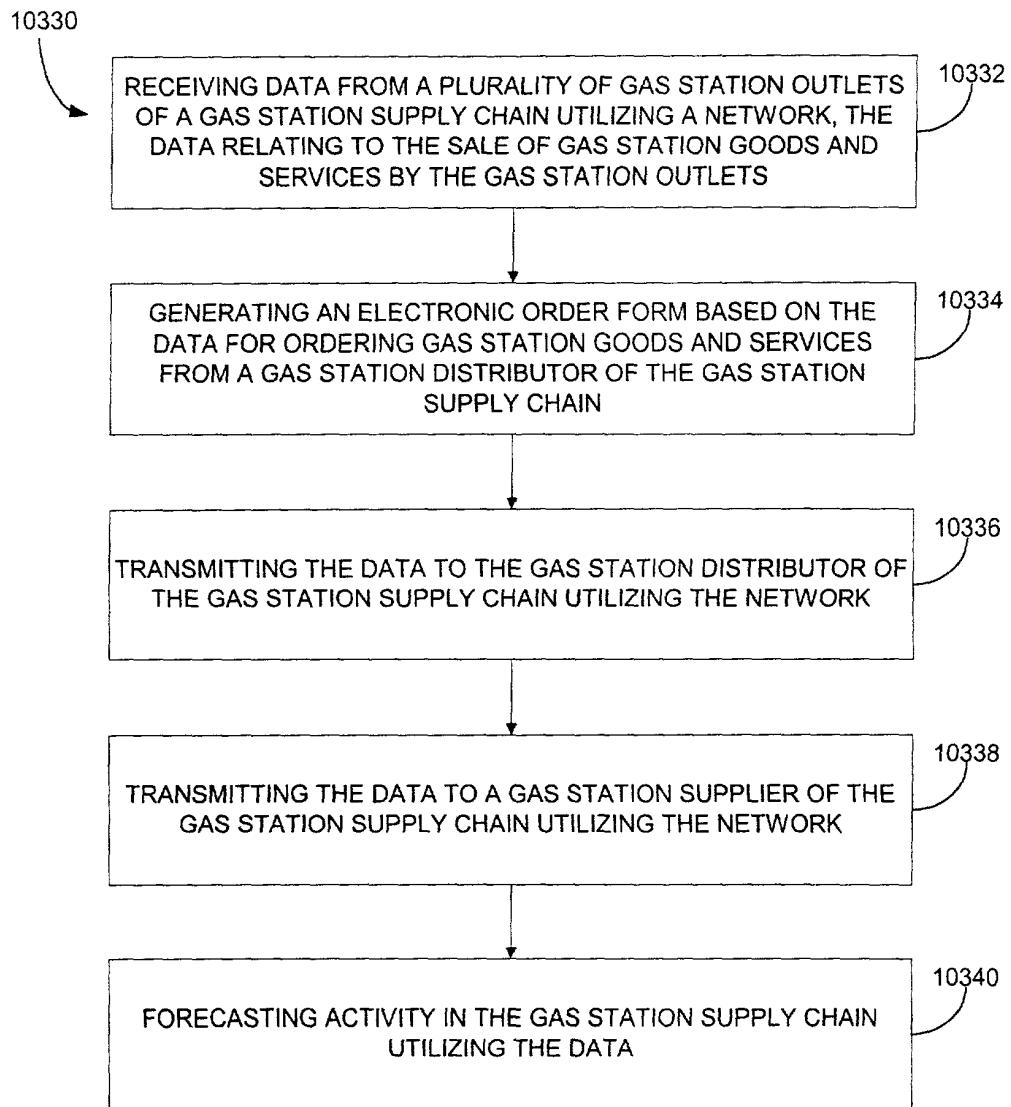


FIG. 103

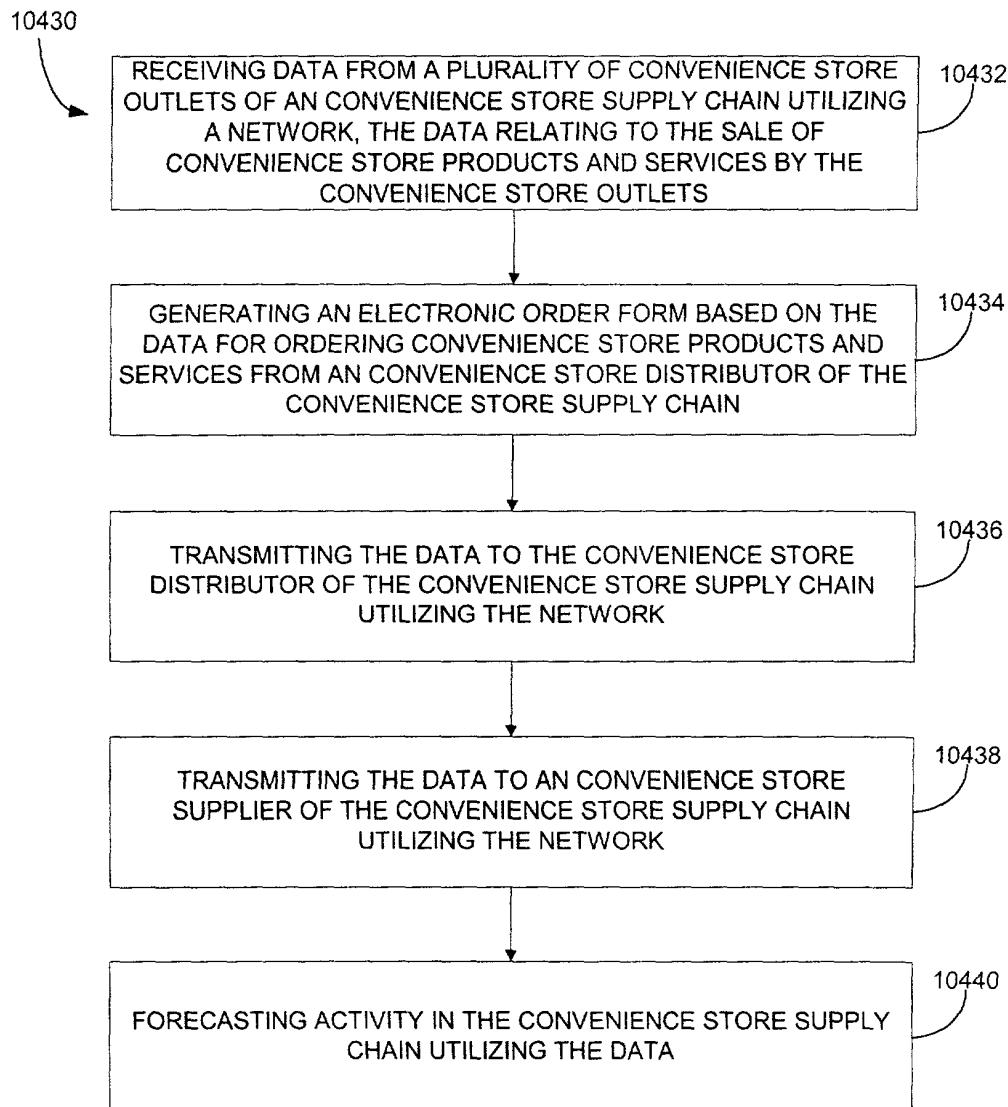


FIG. 104A

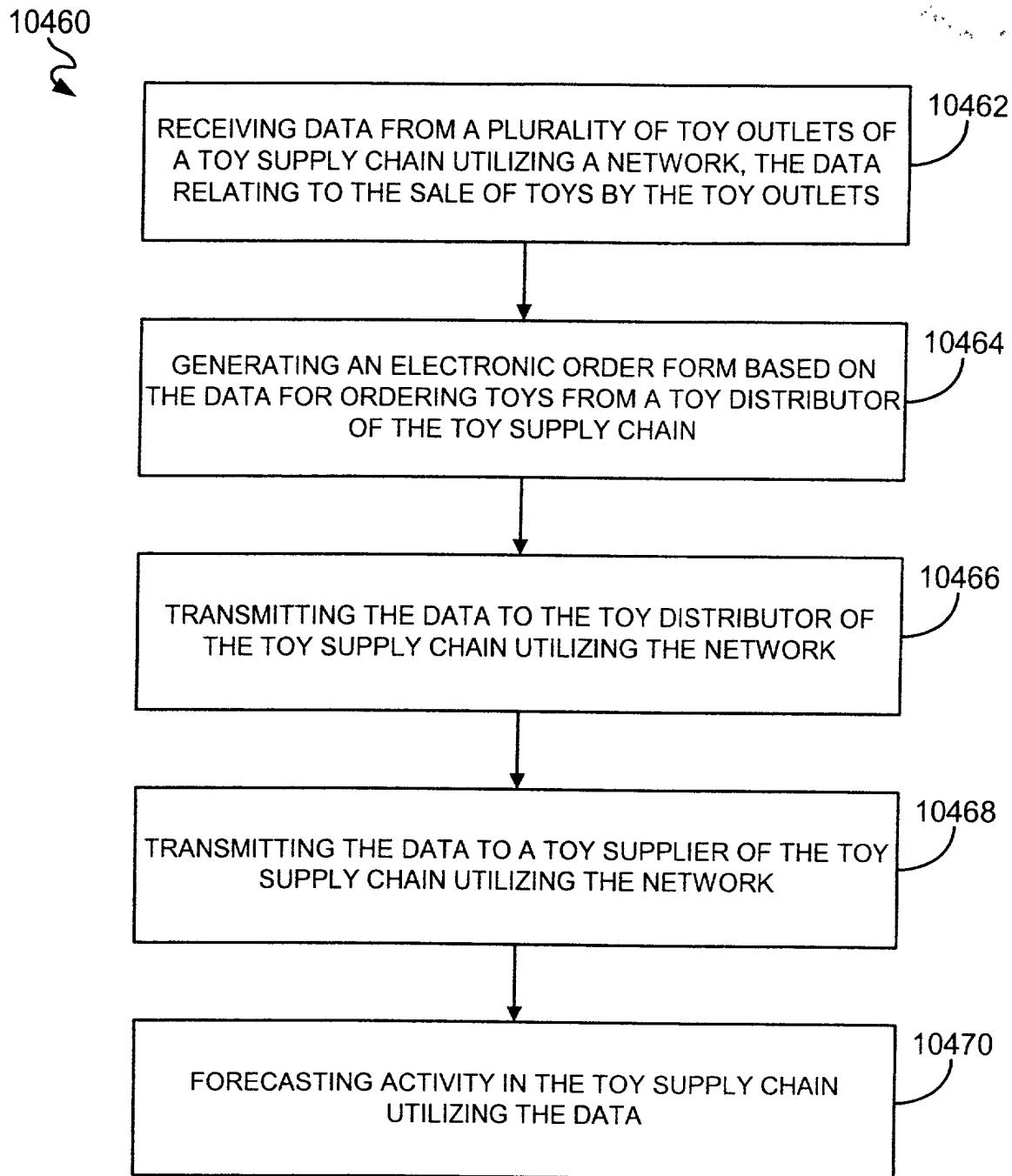


FIG. 104B

10530 10532 10534 10536 10538 10540

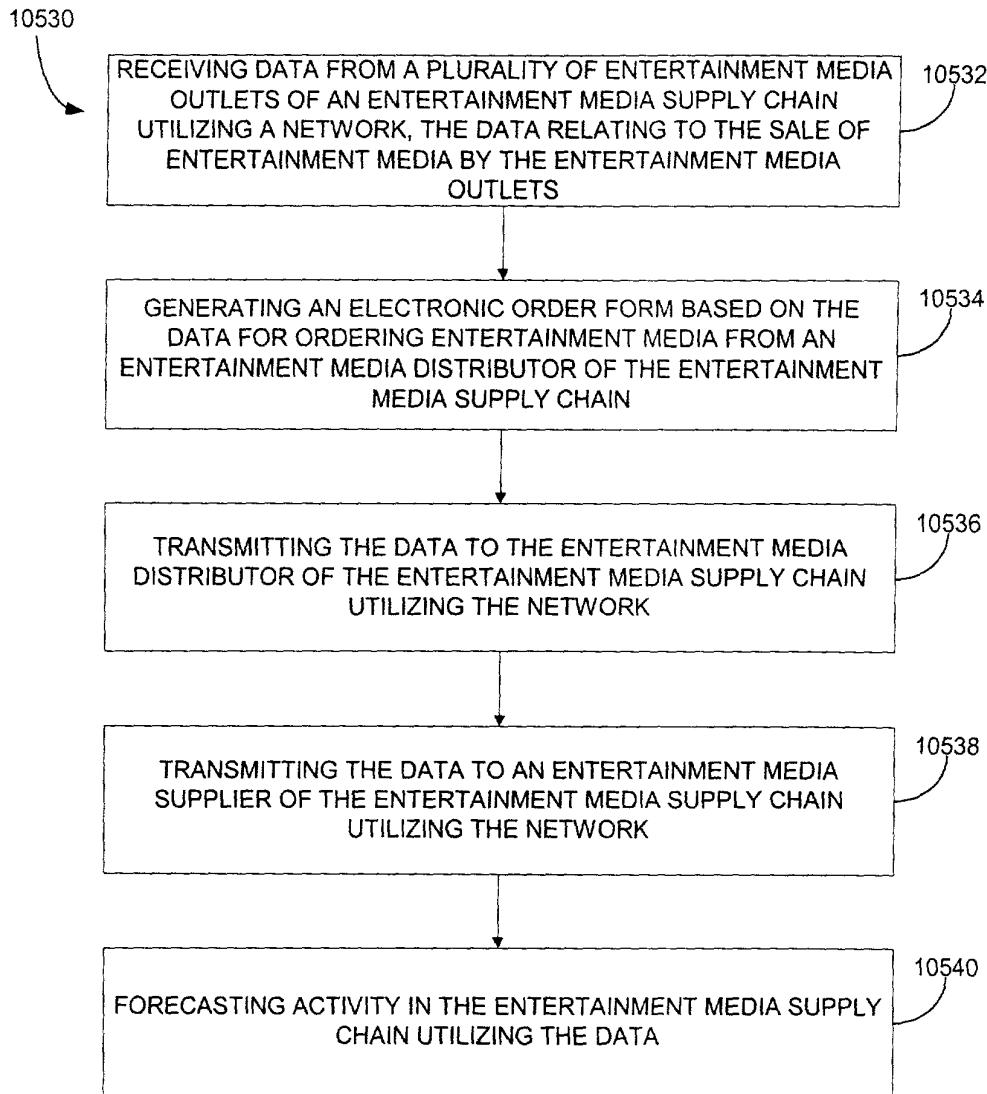


FIG. 105

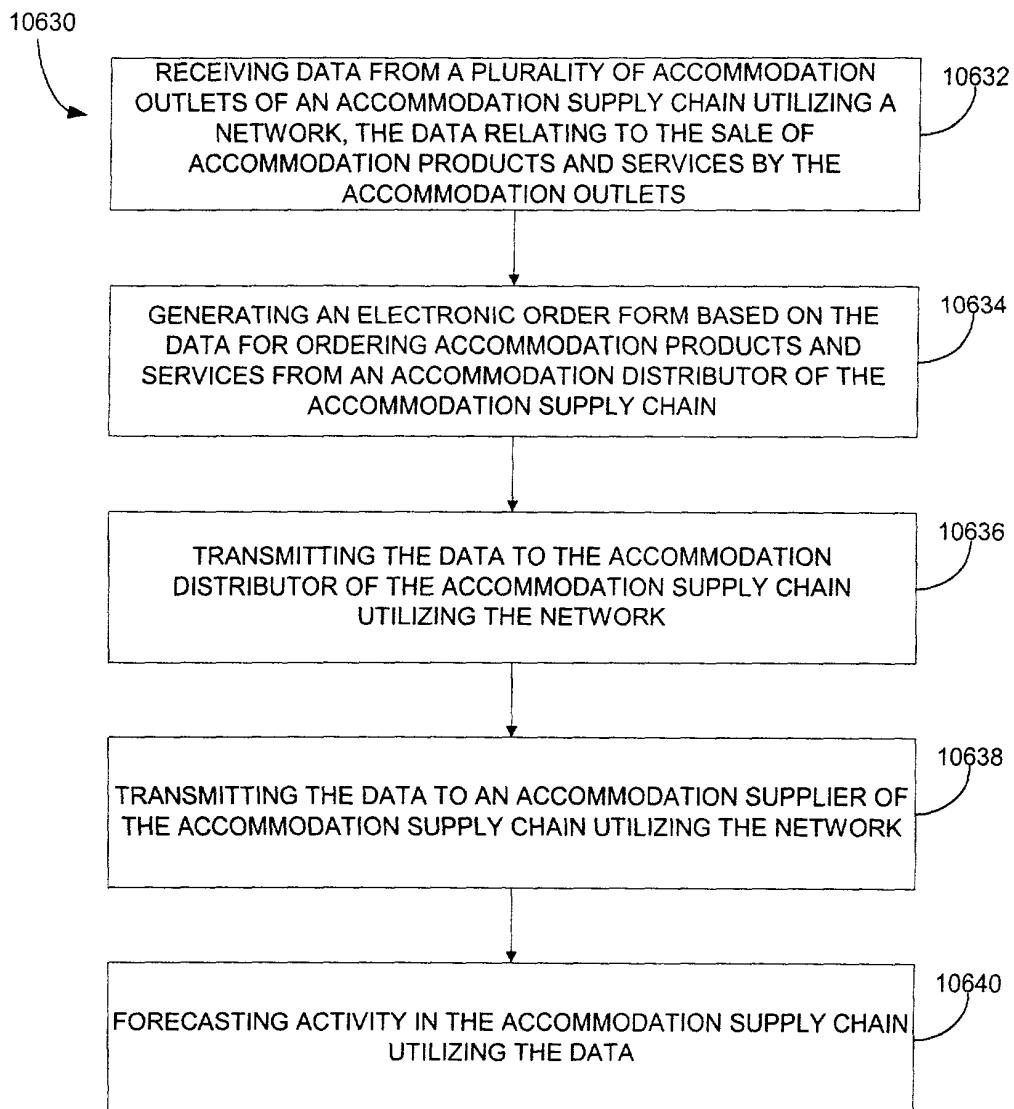


FIG. 106

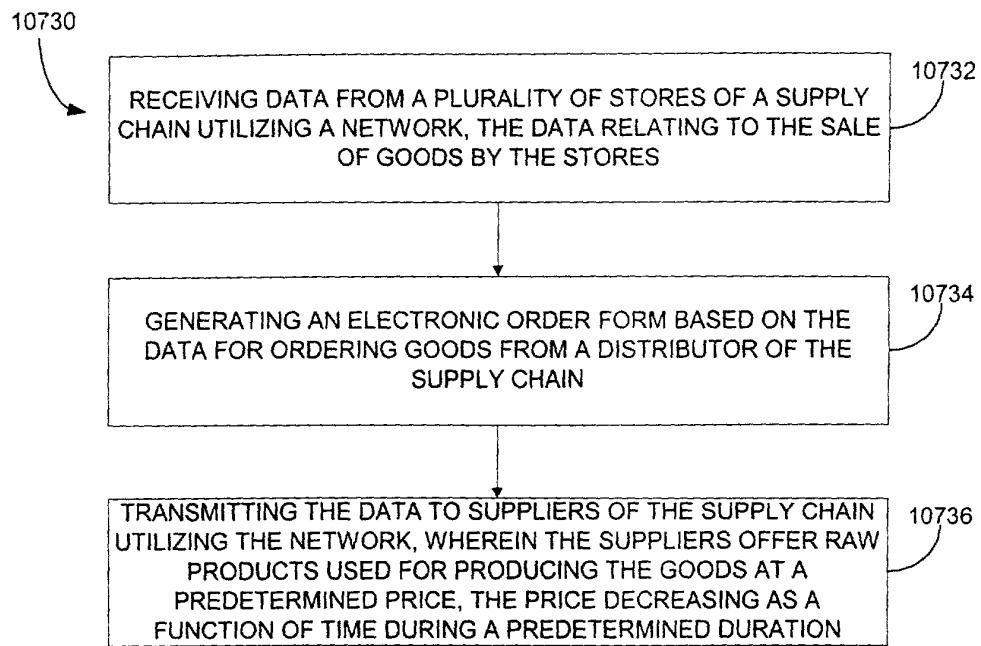


FIG. 107

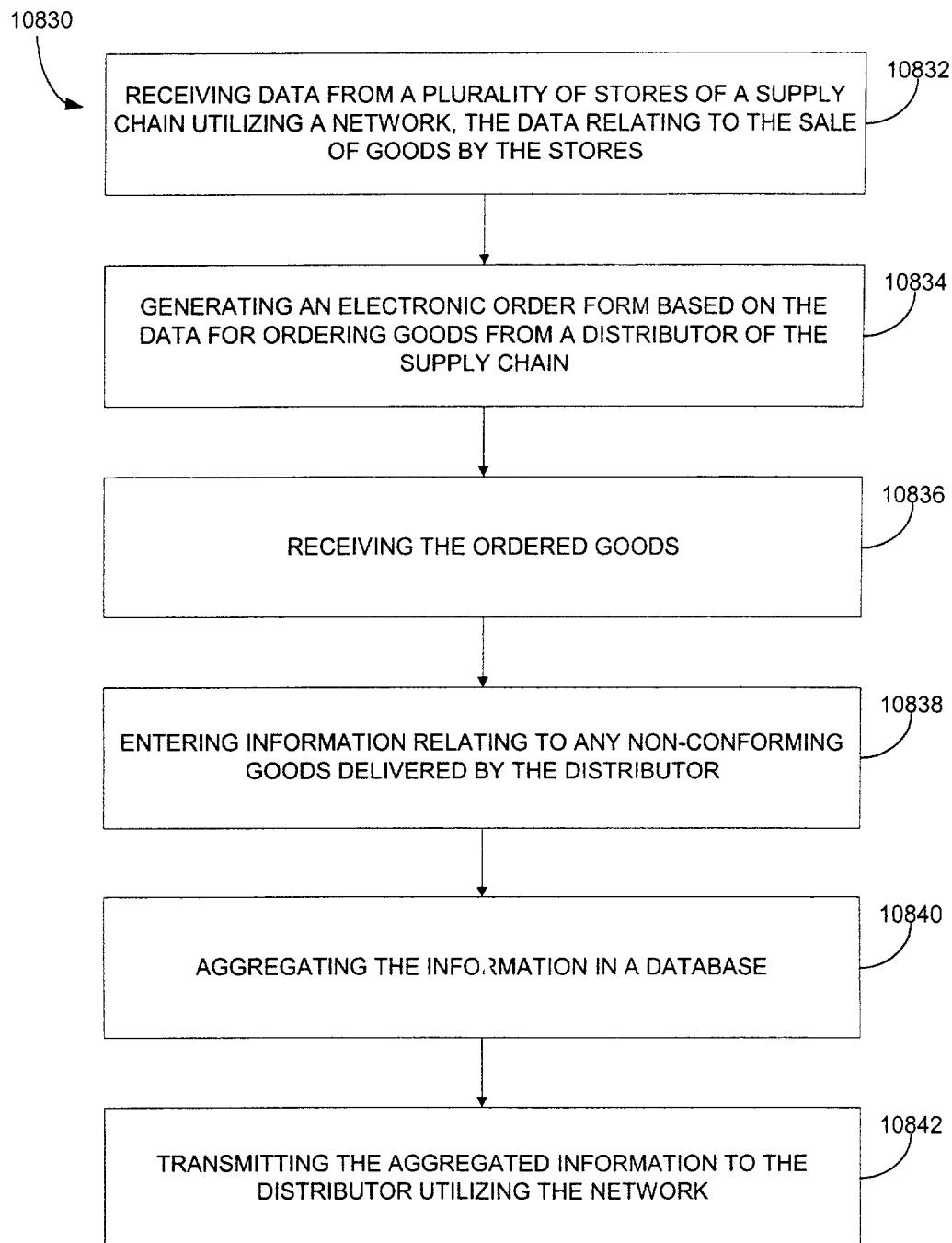


FIG. 108

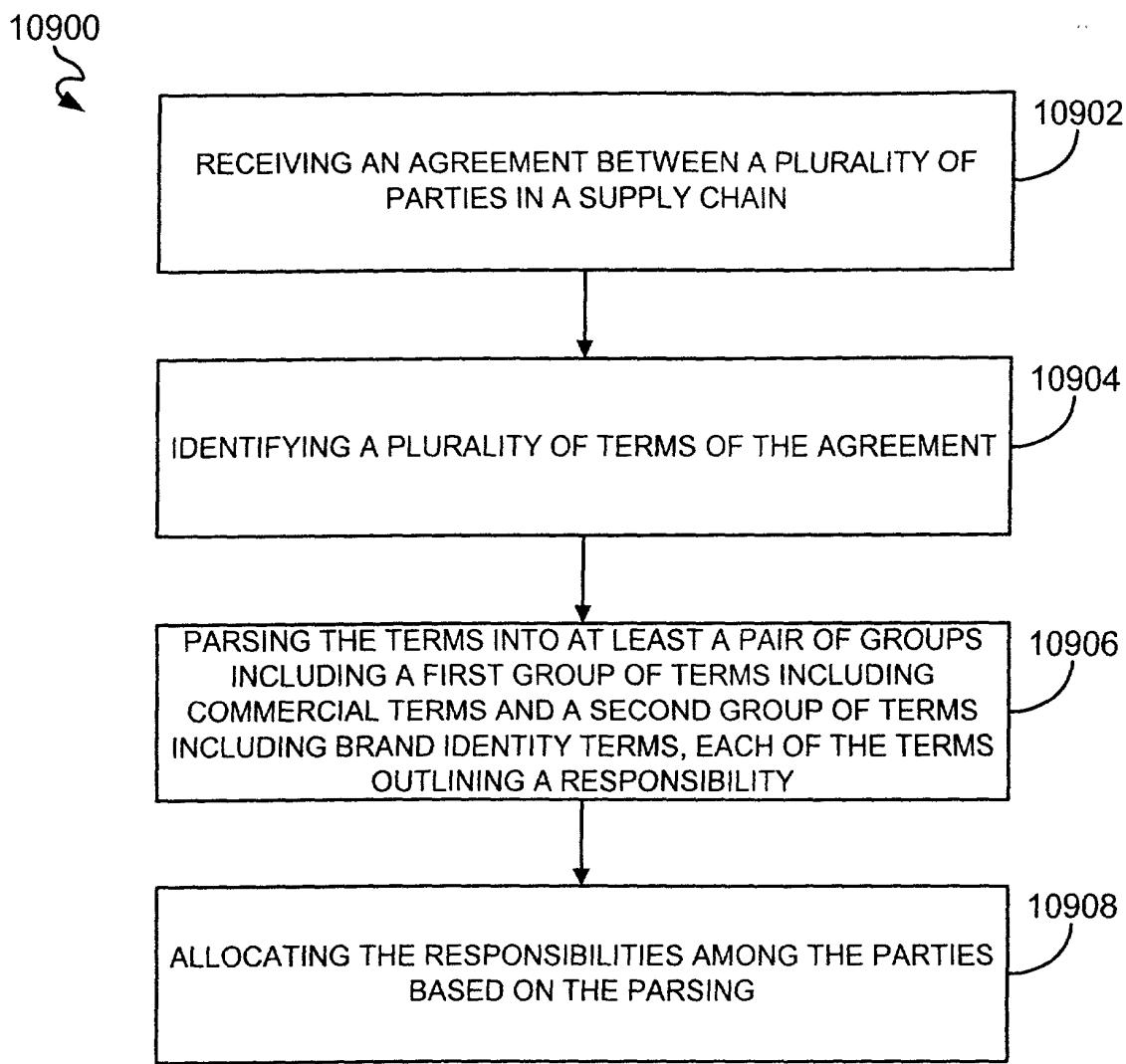


FIG. 109

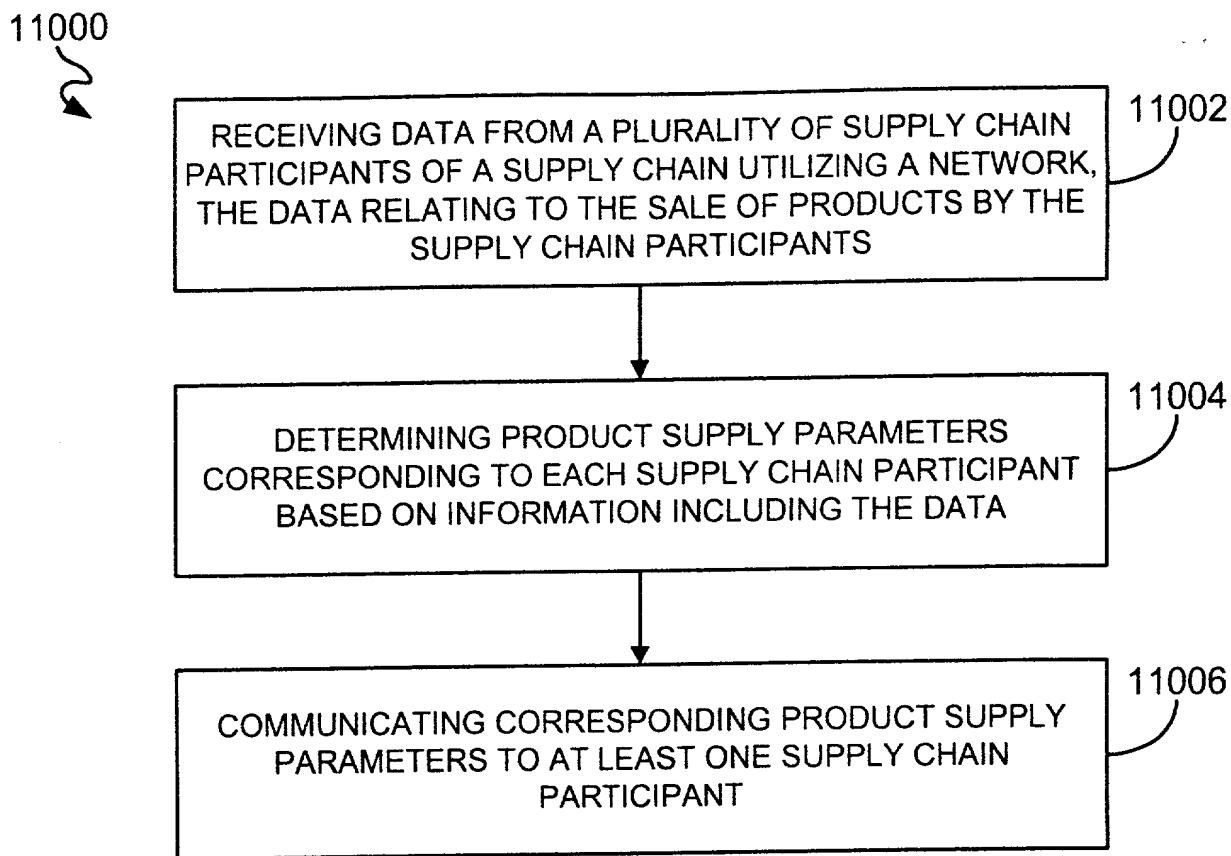


FIG. 110

11100

RECEIVING DATA FROM A PLURALITY OF SUPPLY CHAIN PARTICIPANTS UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF PRODUCTS BY THE SUPPLY CHAIN PARTICIPANTS

11102

DETERMINING RULES TO ENSURE THE INCURRENCE OF MINIMAL COSTS TO THE SUPPLY CHAIN PARTICIPANTS

11104

APPLYING THE RULES TO ENSURE SUPPLY TO THE SUPPLY CHAIN PARTICIPANTS AT MINIMAL COST WITHOUT REQUIRING THE SUPPLY CHAIN MANAGER TO TAKE TITLE TO ANY GOODS

11106

FIG. 111

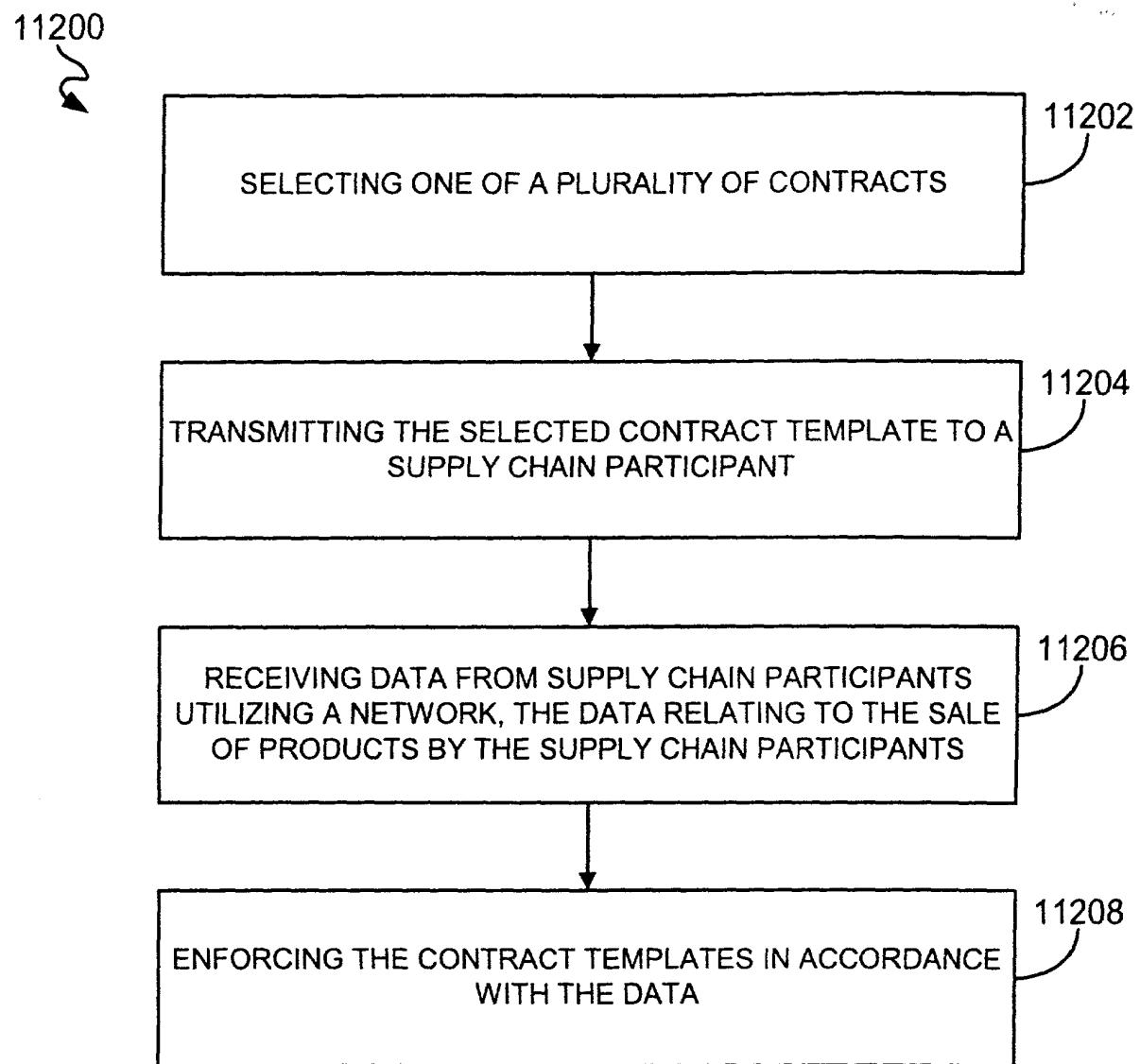


FIG. 112

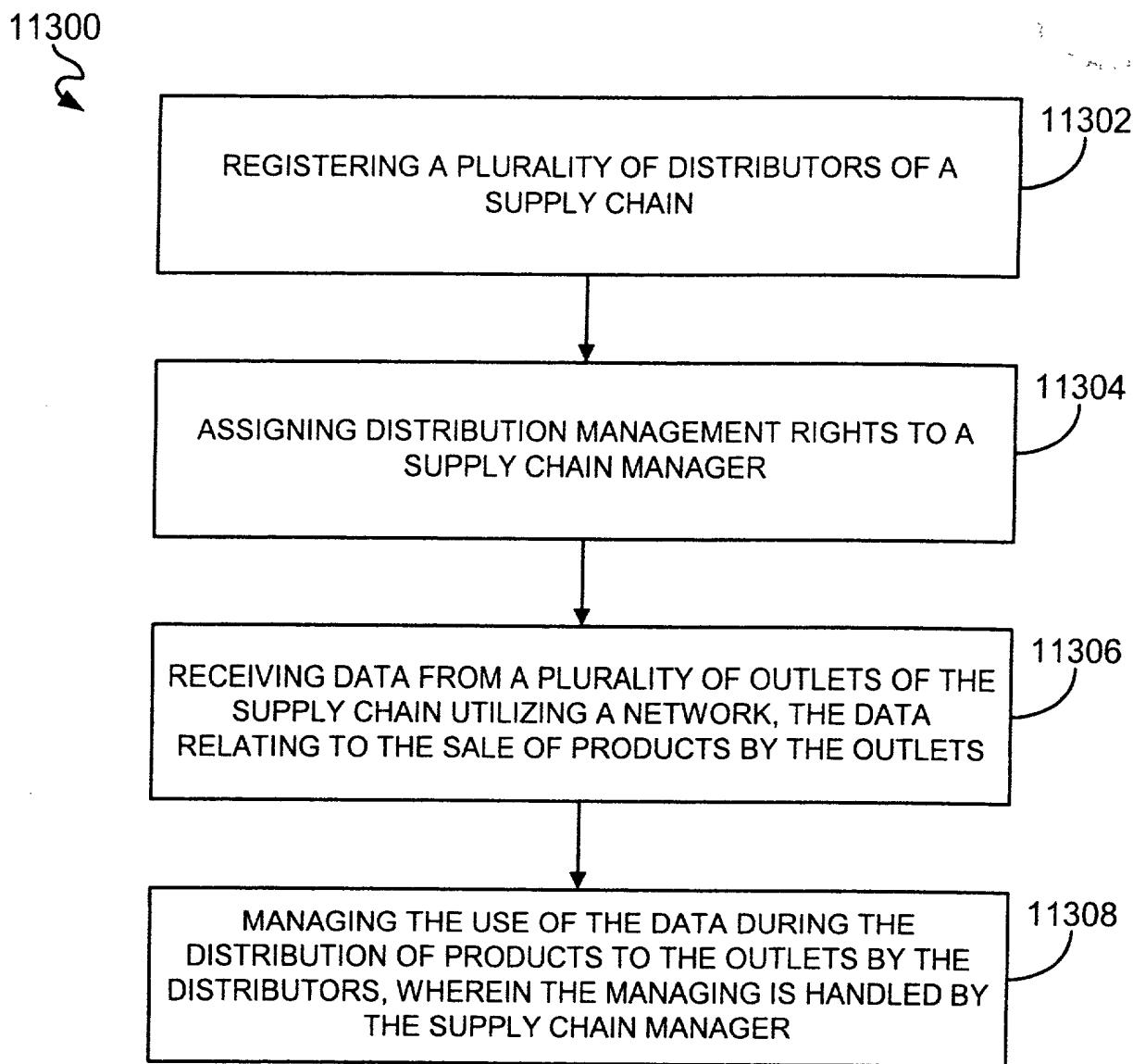


FIG. 113

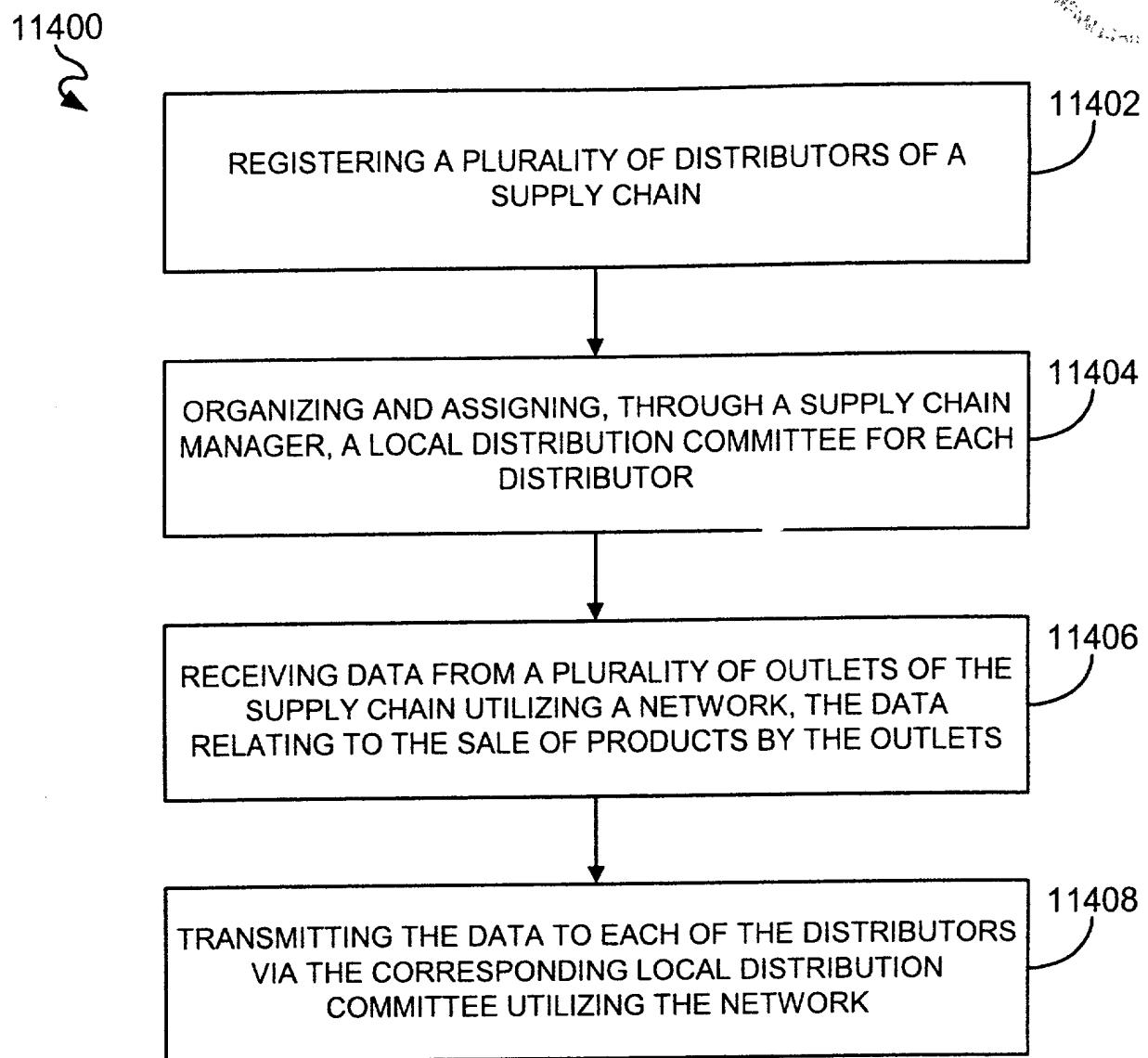


FIG. 114

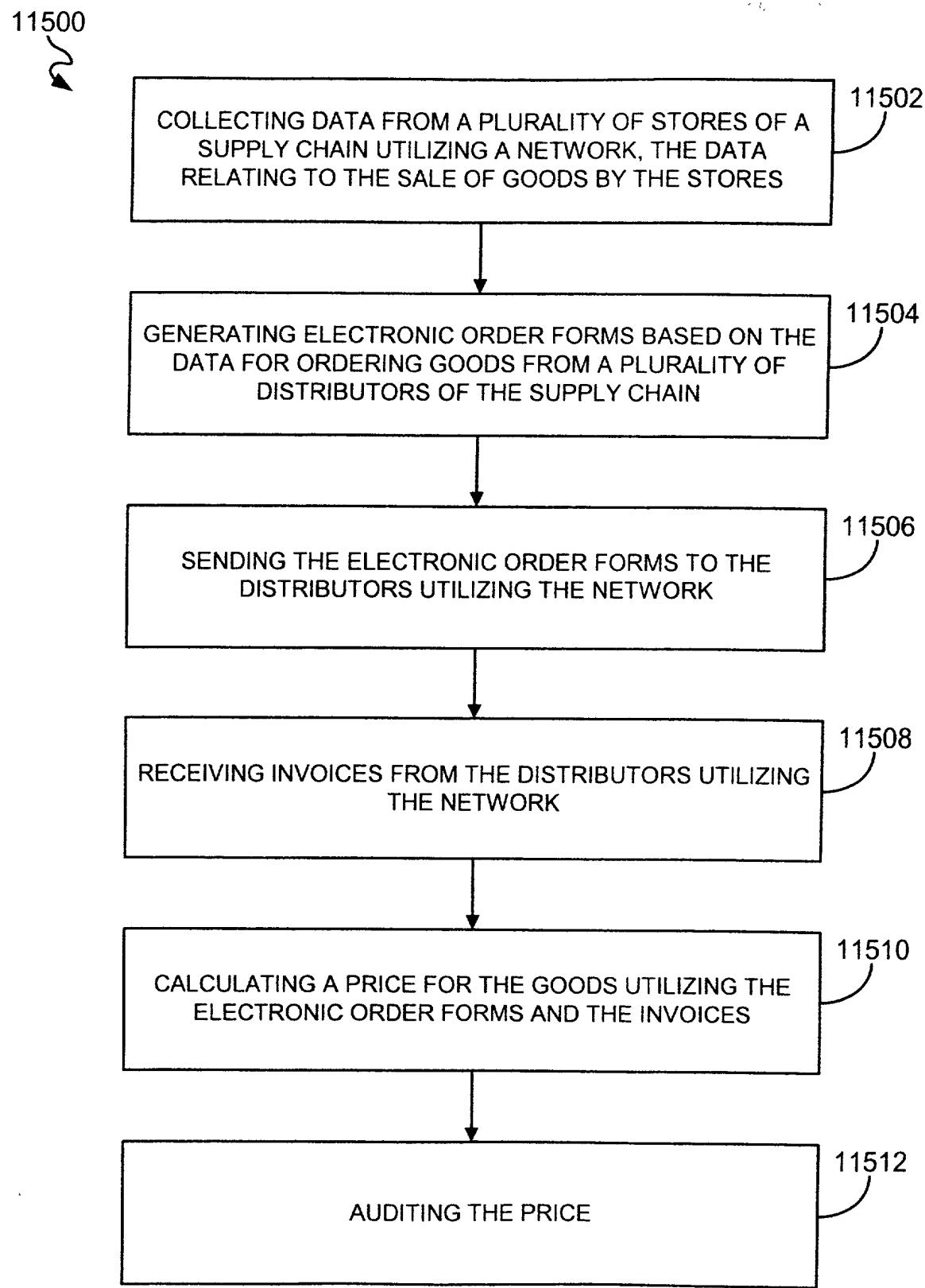


FIG. 115

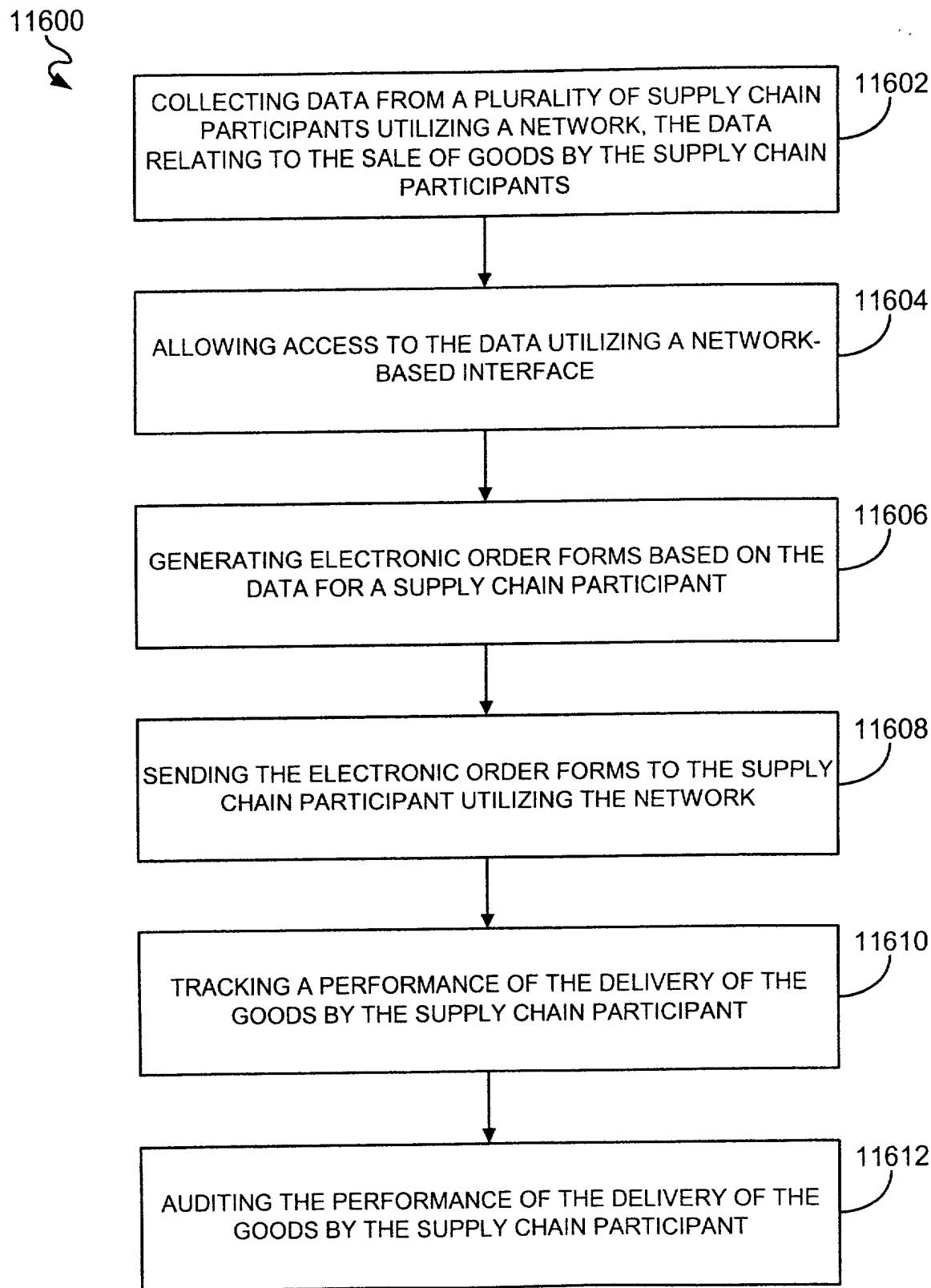


FIG. 116

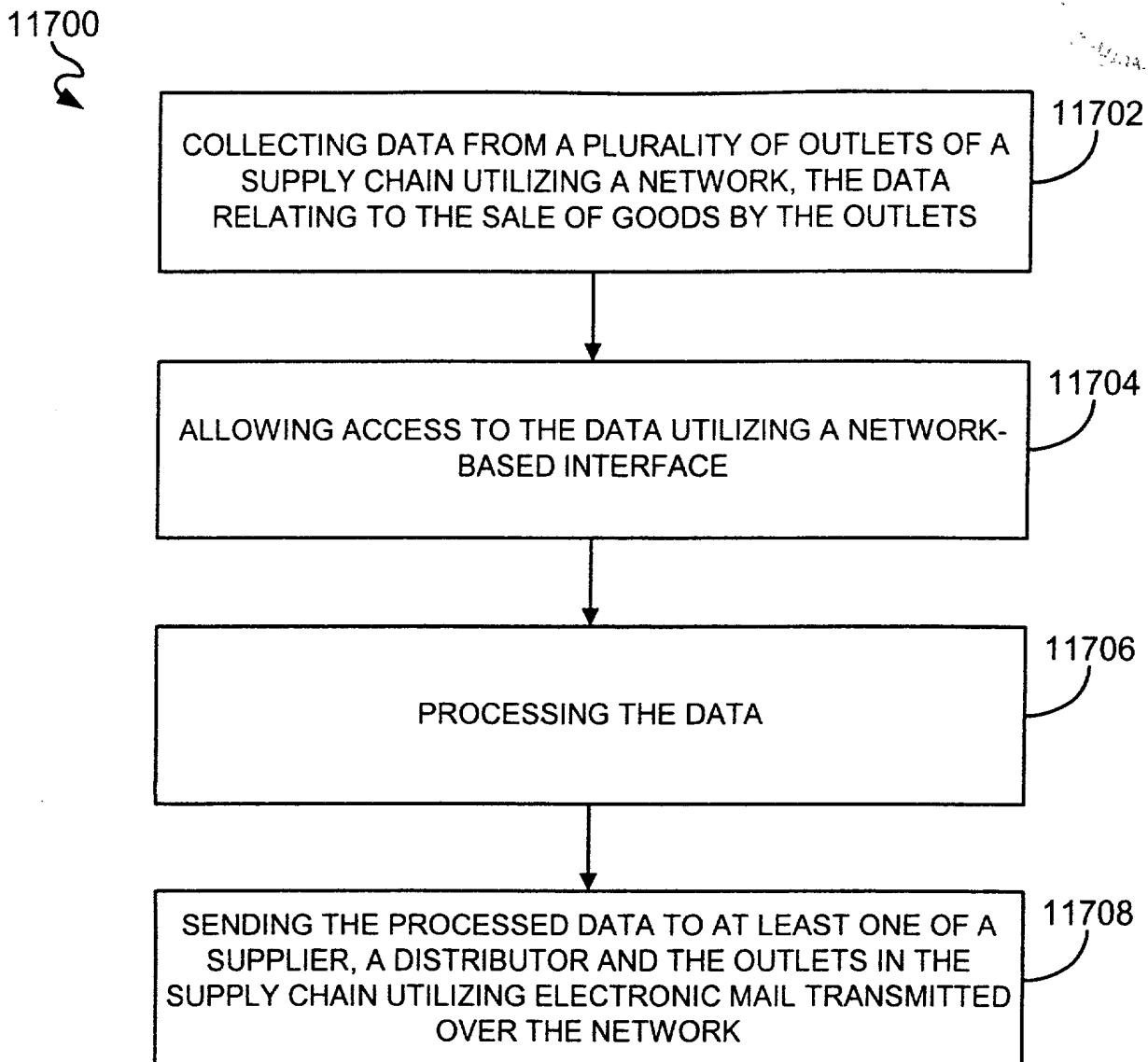


FIG. 117

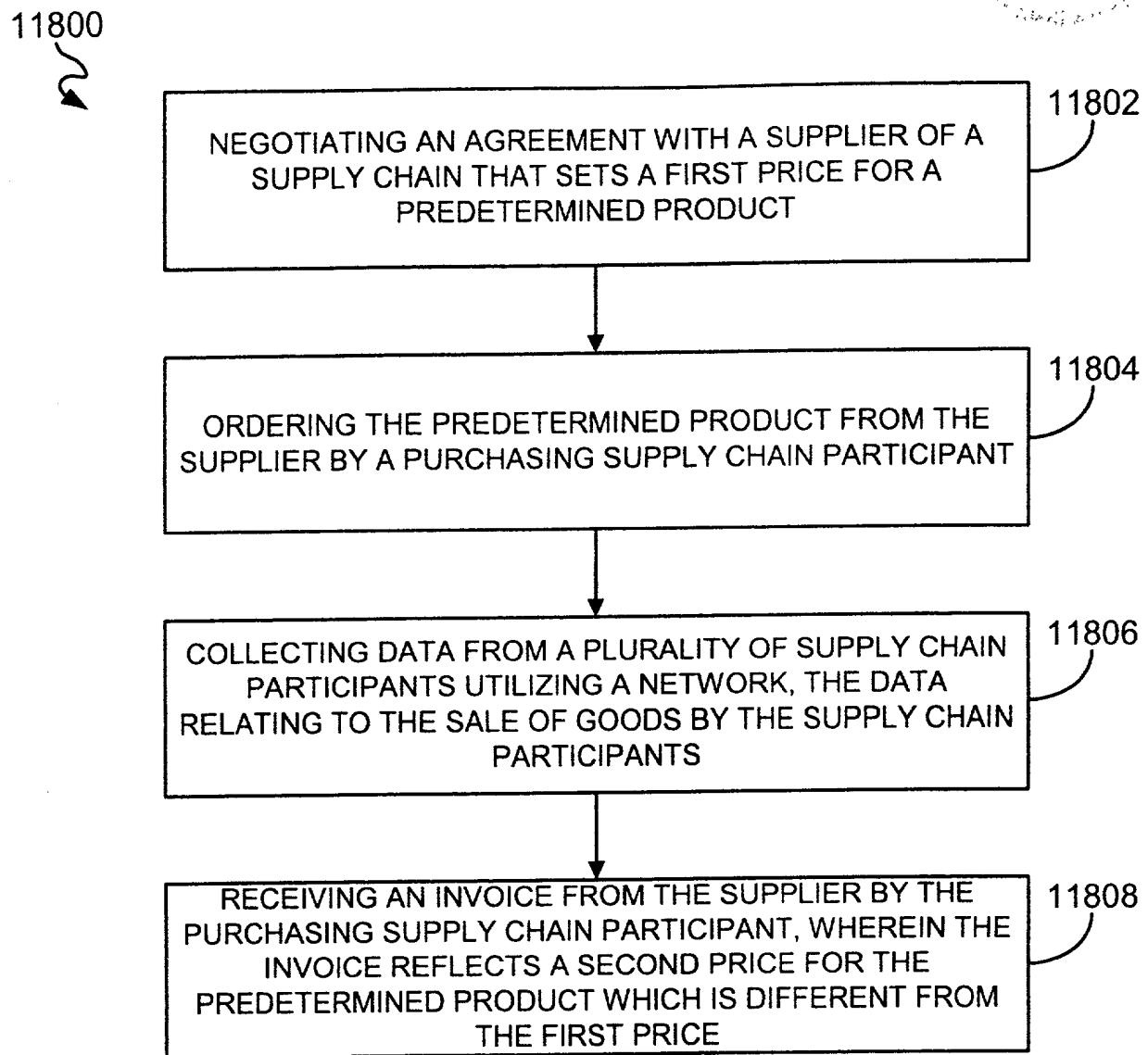


FIG. 118

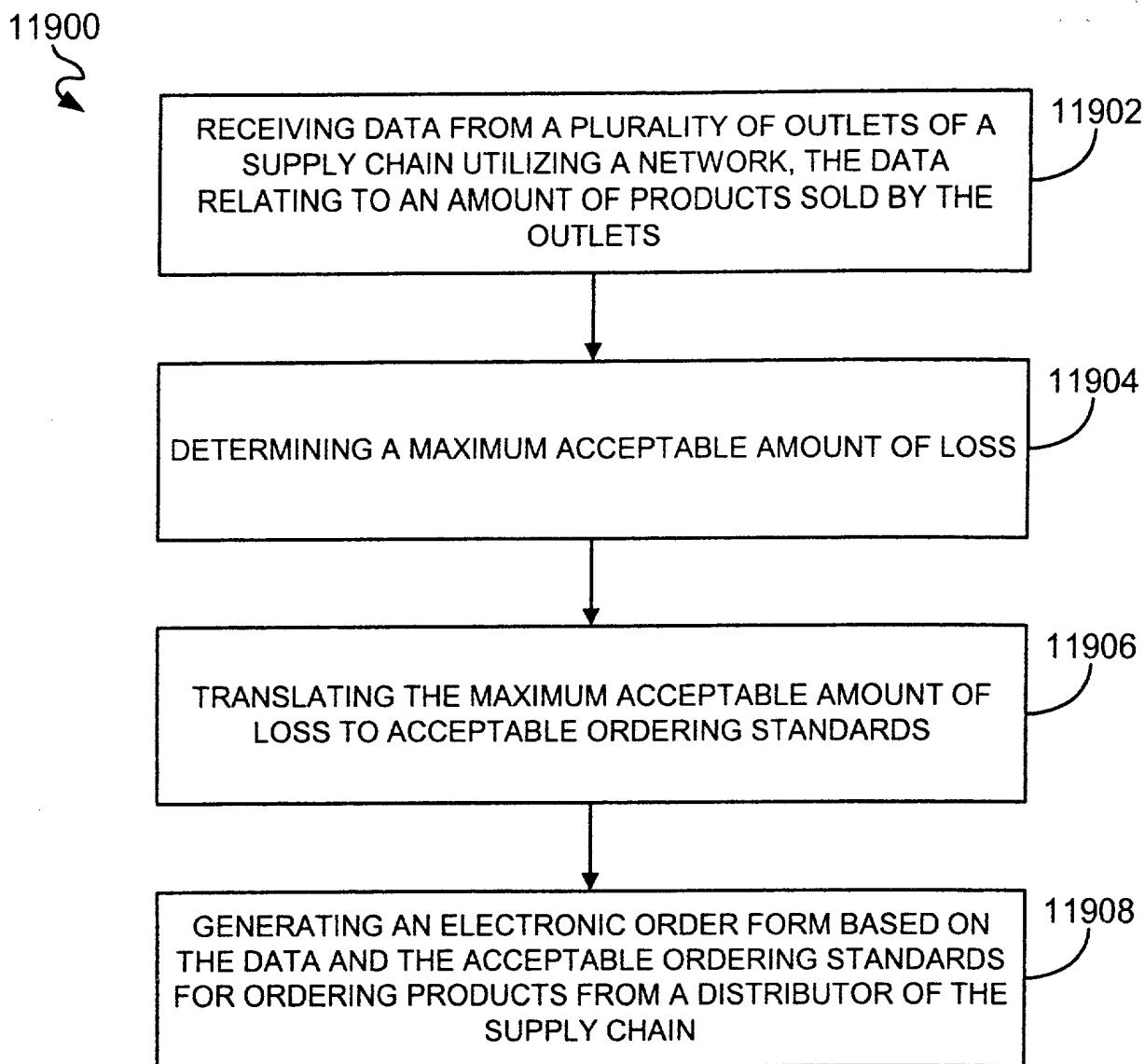


FIG. 119

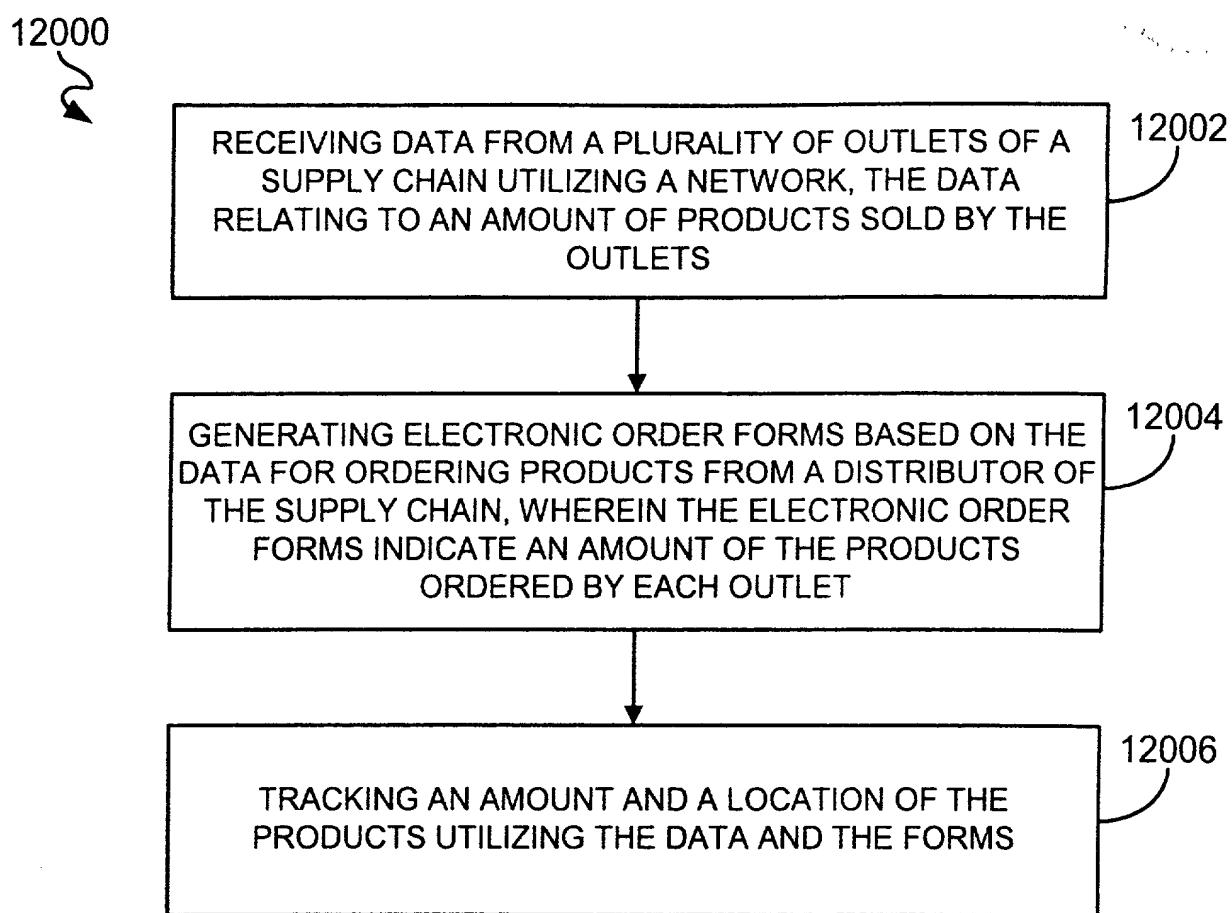


FIG. 120

12100

12102

RECEIVING DATA FROM A PLURALITY OF OUTLETS OF A
SUPPLY CHAIN UTILIZING A NETWORK, THE DATA
RELATING TO AN AMOUNT OF PRODUCTS SOLD BY THE
OUTLETS

12104

MAKING THE DATA ACCESSIBLE TO THE OUTLETS,
DISTRIBUTORS, AND SUPPLIERS UTILIZING A NETWORK
BASED INTERFACE

12106

AUCTIONING SURPLUS PRODUCTS FROM AT LEAST ONE OF
THE OUTLETS UTILIZING THE NETWORK-BASED INTERFACE

FIG. 121

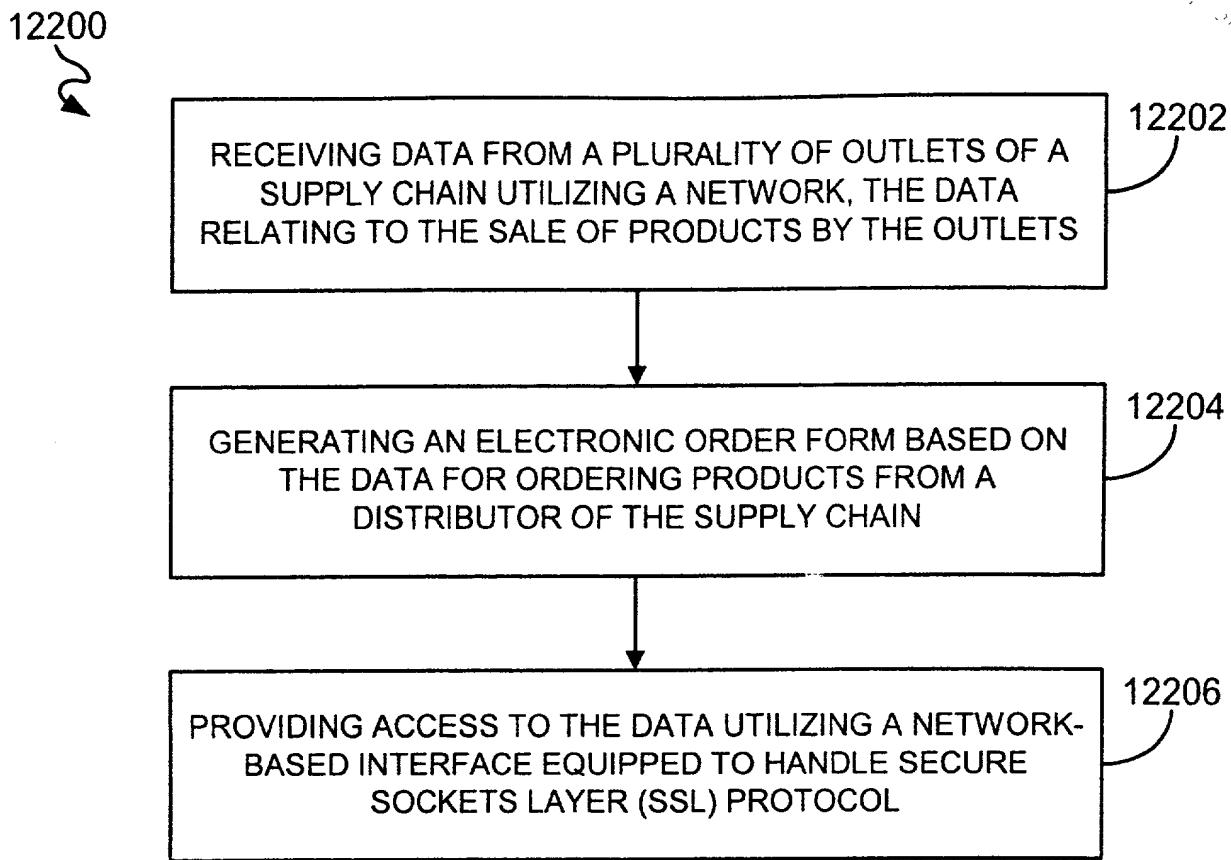


FIG. 122

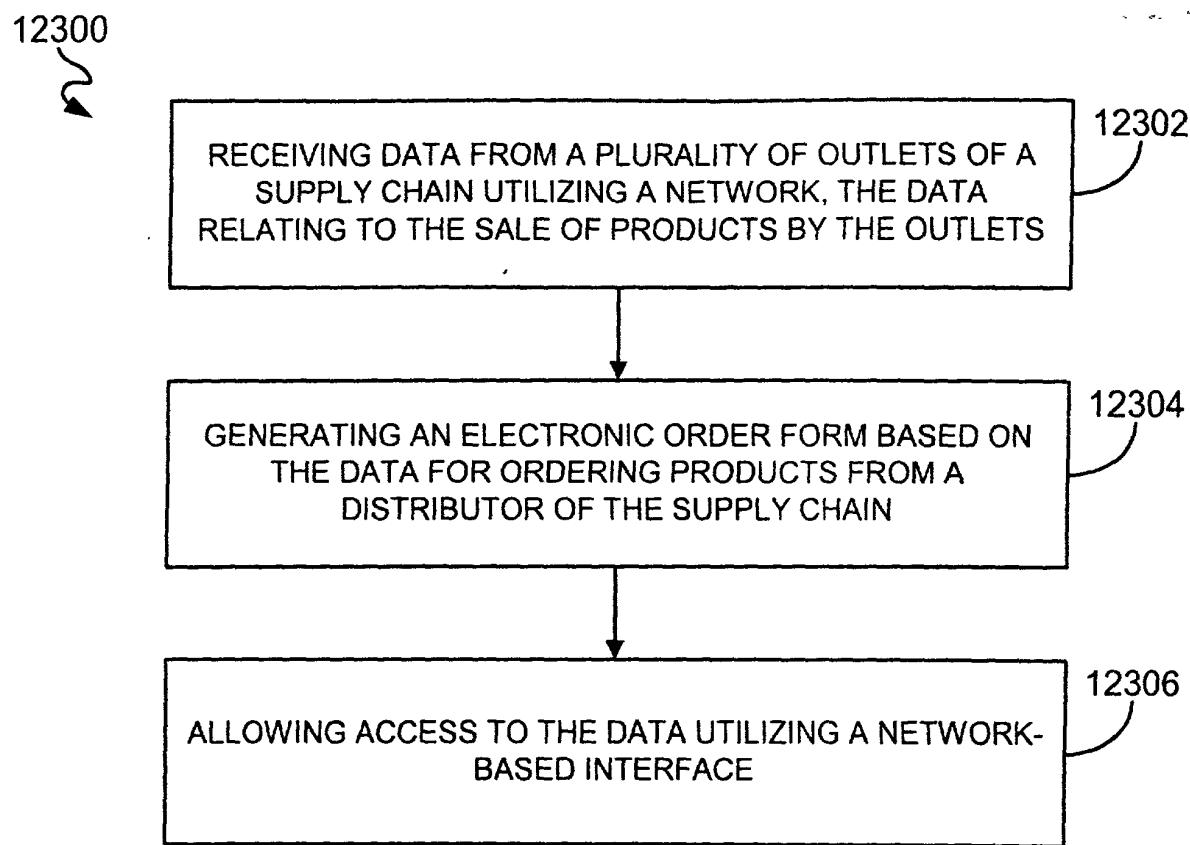


FIG. 123

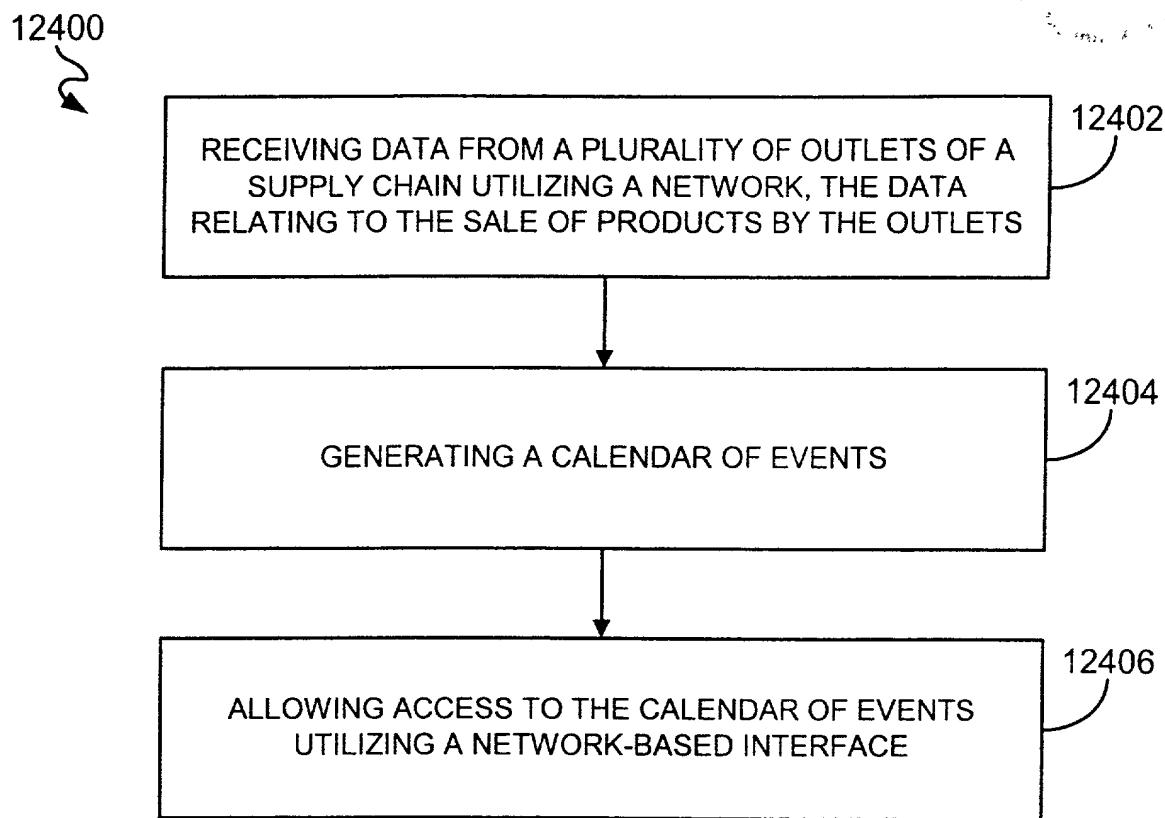


FIG. 124

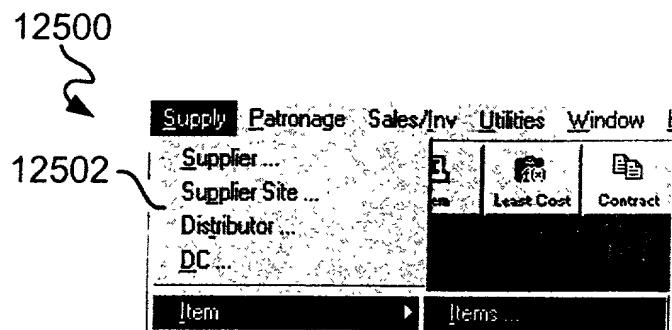


FIG. 125

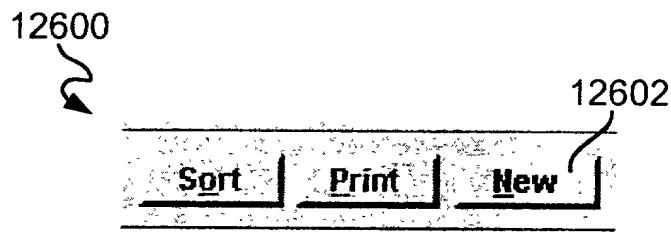


FIG. 126

A screenshot of a software application window showing several input fields. On the left, there are three text input fields: 'Item Desc:' (with a red arrow pointing to it), 'Item Number:', and 'Product Cat Code:'. On the right, there are two dropdown menus: 'Status Code:' (set to 'Active') and 'Item Rank:'.

FIG. 127

FIG. 128

Landed Cost by Distribution Center

Item	Inv FOB	Freight	Landed	Routing
Bag - Medium	4.85	0.23	5.08	TL
Bag - Large	6.7	0.23	6.93	TL
Biscuits - Frozen	12.33	1.15	13.48	TL
Brush - Pot, Long Handle	40.2	2.02	42.22	TL
Brush - Pot, Short Handle	24	1.39	25.39	TL
Carton - Breakfast	16.59	1.1	17.69	RDC
Carton - Large Fry	29.91	0.81	30.72	RDC
Carton - Medium Fry	18.92	0.73	19.65	TLMIN

12800

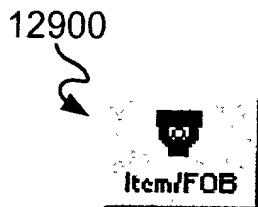


FIG. 129

13000

Supplier Item Desc:	<input type="text"/>	Item No:	<input type="text"/>
Current:	<input checked="" type="radio"/> Yes <input type="radio"/> No	Tie Qty:	<input type="text"/>
Items per Case:	<input type="text"/> 5000	High Qty:	<input type="text"/>
Innerpack Contents:	<input type="text"/> 5/1000	Cases Per Pallet:	<input type="text"/>
Item Size:	<input type="text"/>	Stacking Allowed:	<input type="checkbox"/>
Case Length:	<input type="text"/>	Universal Product Code:	<input type="text"/>
Case Width:	<input type="text"/>	Cases Per Truckload:	<input type="text"/> 1350
Case Depth:	<input type="text"/>	Net Weight:	<input type="text"/> 39.00
Case Dimension U/M:	<input type="text"/> INCHES	Gross Weight:	<input type="text"/> 39.00
Item Cube:	<input type="text"/> 0.95	Weight U/M:	<input type="text"/> POUND(S)
Item Shelf Life:	<input type="text"/>	Barcode:	<input type="text"/>

White Boxes Are Copied Across Suppliers / Grey Boxes Are Only Copied Within Same Supplier

FIG. 130

13100

Site Information Site Id: 17355 Site Role: FOB Shipping Point

Site Name: TYSON FOODS - NEW HOLLAND, PA

13102

FIG. 131

13200

Site Information Site Id: 16 FOB Shipping Point

Name: AMERISERVE-FARMINGDALE, NY

Status: Active

Railroad Name:

Rail Sidings:

FIG. 132

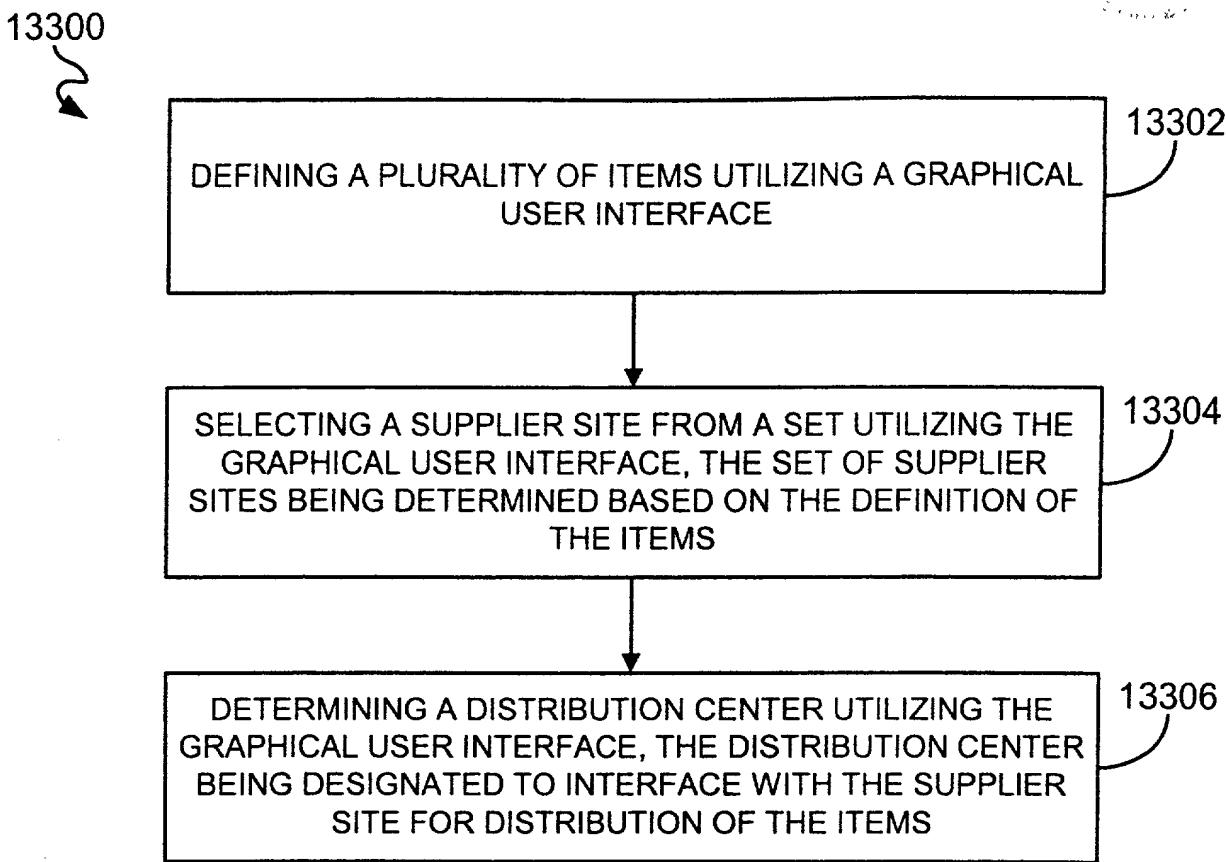


FIG. 133

13400

Item: WRAP-BACON DOUBLE CHEESEBURGER DELUXE Begin: 7/1/96 End: 9/1/96 Final:

Override Rules: Yes No Apply By: Cell

FIG. 134

13500

DC	Supplier FOB Point
AMERISERVE-DENVER, CO	TYSON FOODS - GREEN FOREST, AR
AMERISERVE-DOUGLASVILLE,	TYSON FOODS - ALBERTVILLE, AL
AMERISERVE-FARMINGDALE, NJ	TYSON FOODS - NEW HOLLAND, PA

FIG. 135

13600

Con FOB	Inv FOB	Freight	Landed
34.3200	34.3900	0.8400	35.2300
34.3200	34.3900	0.2900	34.6800

FIG. 136

13700

Contr	LB	Trk	Routing
96	83,600	20 TL	
96	215,040	5.1 TL	

FIG. 137

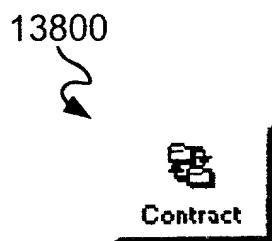


FIG. 138

Min Ordr	UM	Slip	Deliv.
1	TRUCKLOAD(S)	Pallet	
1	TRUCKLOAD(S)	Pallet	

FIG. 139

Carrier	Stated Vol
Truck	83,600
Truck	215,040

FIG. 140



FIG. 142

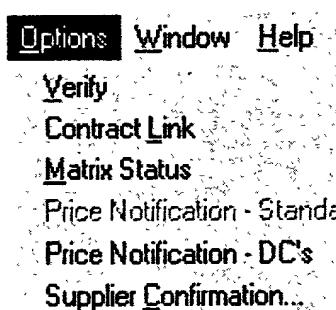


FIG. 141

Cost	Edit / View ...	F3
Commodities	New (using previous matrix) ...	F4
Vendor Rating	New (build matrix) ...	F5
Contact Management	Multi Item Price Notification ...	

FIG. 143

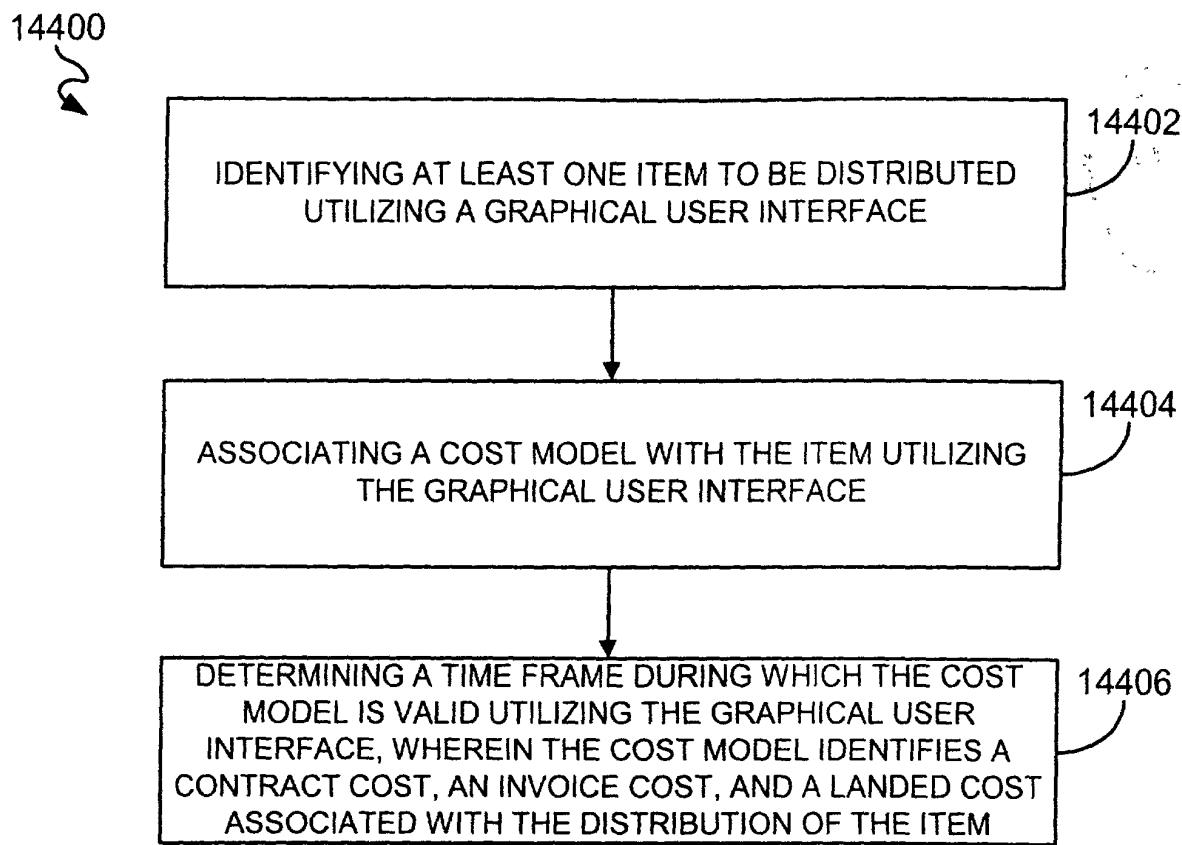


FIG. 144



FIG. 145

Contract ID: 673 - TYSON FOODS

Initial Buyer Name: Jamie Hersh

Current Buyer Name: Chris Stanton

FIG. 146

Contract Start Date: 05/15/98

Contract End Date: 12/31/02

Execution Date: 5/15/98

Effective: Shipment Date

Payment Terms: Net 10

FIG. 147

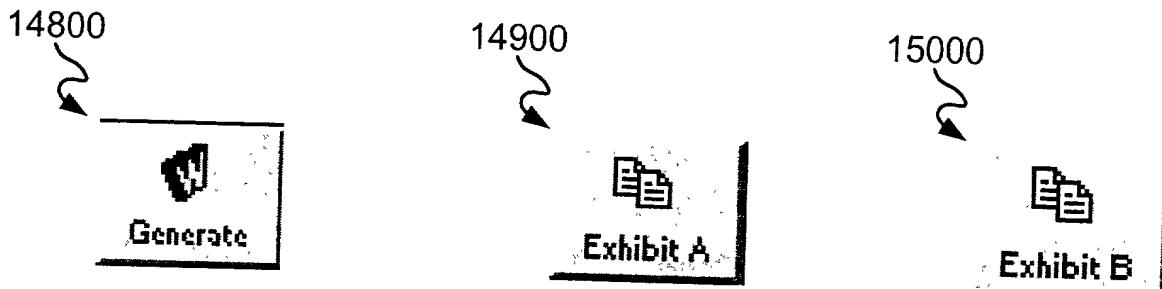


FIG. 148

FIG. 149

FIG. 150

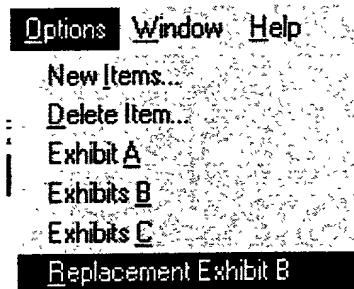
15100

Select the End Dates to Use on the Exhibit

Item Description	Cost Matrix End Date	Contract End Date	No End Date
BEEF - 77%	<input type="radio"/> 8/1/98 <input checked="" type="radio"/> 2/24/08 <input type="radio"/> No Date	<input checked="" type="radio"/> 2/24/08 <input type="radio"/> No Date	<input type="radio"/> No Date
BEEF-WHOPPER 4.0 OZ	<input type="radio"/> 8/1/98 <input checked="" type="radio"/> 2/24/08 <input type="radio"/> No Date	<input checked="" type="radio"/> 2/24/08 <input type="radio"/> No Date	<input type="radio"/> No Date
BEEF-WHOPPER JR. 2.8.OZ.	<input type="radio"/> 8/1/98 <input checked="" type="radio"/> 2/24/08 <input type="radio"/> No Date	<input checked="" type="radio"/> 2/24/08 <input type="radio"/> No Date	<input type="radio"/> No Date

FIG. 151

15200



15300



FIG. 152

FIG. 153

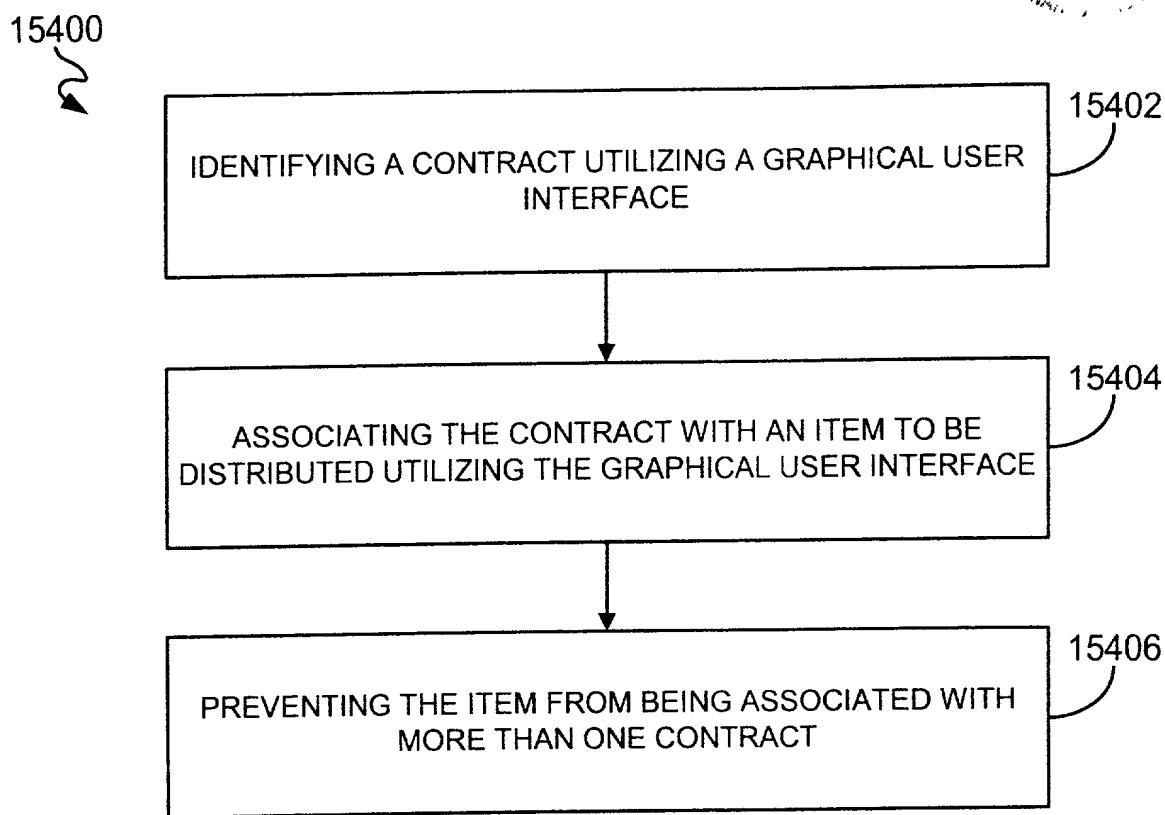


FIG. 154

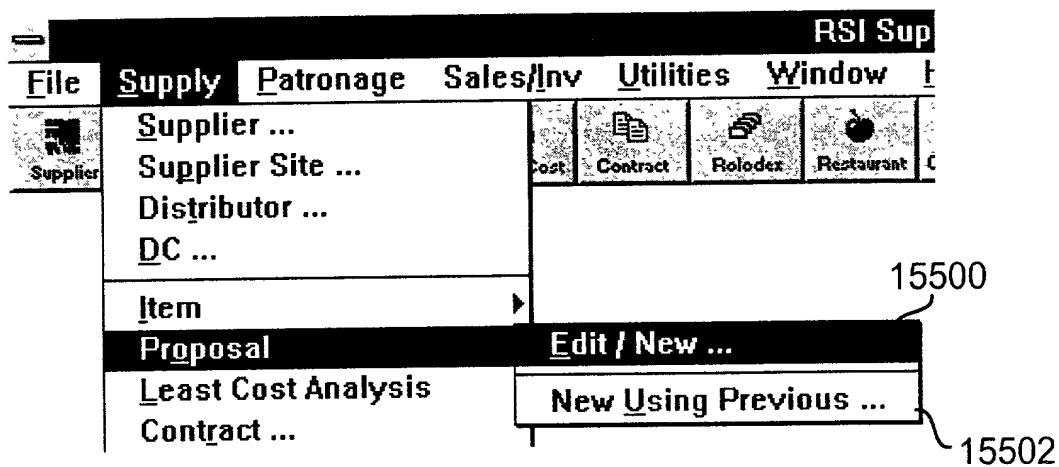


FIG. 155

15600

Proposal - Foam Hot Cups & Polystyrene Lids

Main Info	Items	Suppliers	DCs	FOB Price	DC/Rest.	Usage	Templates	View Bid
Proposal Information								
Proposal ID:	1021					Proposal Due Date:	06/12/97	
Proposal Name:	Foam Hot Cups & Polystyrene Lids							
Buyer Name:	Dennis Clabby		Contract Begin Date: 07/01/97					
Contract End Date: 06/30/98								
Actions								
#	Date:	Action Description:						
1	05/28/97	Sent this bid to Dart and also sent a request for information to WinCup.						

FIG. 156

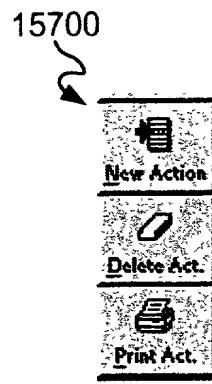


FIG. 157

15800

Proposal - Foam Hot Cups & Polystyrene Lids

Main Info Items Suppliers DCs FOB Price DC/Rest Usage Templates View Bid

Search Query Reset

Query Values

Item Description

CUP-HOT

Item Description

LID-HOT 12/16 OZ (DRY)

LID-HOT 8 OZ (DRY)

2 Rows Selected

FIG. 158

15800

Item Description	DRY
CUP-HOT 12 OZ (PAPER)	DRY
CUP-HOT 16 OZ (PAPER)	DRY
CUP-HOT 8 OZ (PAPER)	DRY

Item Description
15902
CUP-HOT 12 OZ (DRY)
CUP-HOT 16 OZ (500 CT) (DRY)
CUP-HOT 8 OZ (DRY)
LD-HOT-12/16 OZ (DRY)
LD-HOT 8 OZ (DRY)

5 Rows Selected

FIG. 159

16000

Item Description	FOB Price Component
MAYO-BULK	Mayonaise Components

(None Selected)

Generic FOB Pricing

Mayonaise Components

FIG. 160

16100

Item	Growth %	Gross Wgt.	Item Cube	Contract Period			
CHICKEN-BK BROILER	5.00%	32	1.26	09/01/97 to 12/31/97			
CHICKEN-PATTY	7.00%	37.00	1.09				
CHICKEN-TENDERS	0.00%	25.00	1.06				
Distribution Center	Previous Case Usage	Projected Rest. Count	Covg. Factor	Avg. # RM	DC/Item Growth	Projected Unit Usage	↑
POST-ALBUQUERQ	576	30	99.34%	6.03	5.00%	755	
POST-DENVER	833	39	99.05%	6.68	5.00%	1,083	
POST-SALT LAKE	116	2	80.00%	5.46	5.00%	37	

FIG. 161

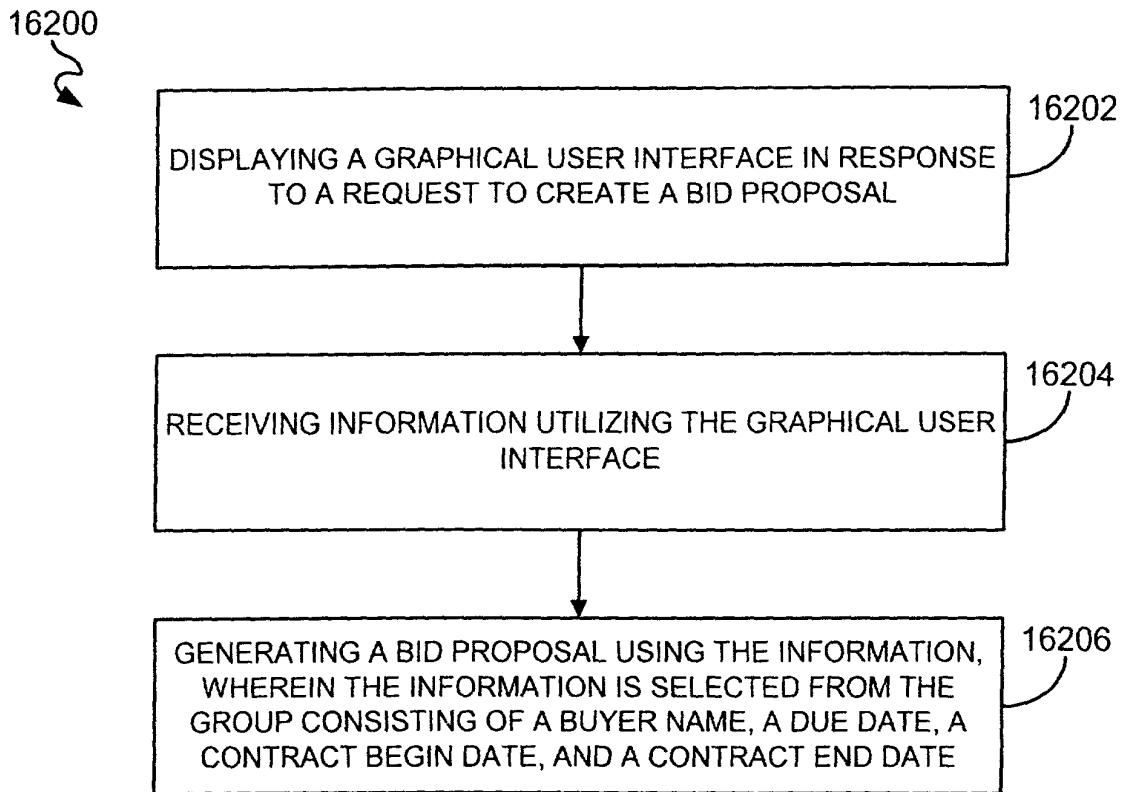


FIG. 162



16300

16400

FIG. 163

	<i>Supply</i>	<i>MS</i>	<i>Editable</i>
	<i>Word</i>		<i>Y/N</i>
Bid Proposal Cover Letter	?	?	Y
General Terms and Conditions	?	?	N
Usage Estimates	?	?	N
Supplier Facility Worksheets	?	?	N
Item Information Worksheets	?	?	N
Sample Supply Agreement	?	?	N
BK Specification Request	?	?	N
FOB Price Component	?	?	Y
Truckload Freight Worksheet	?	?	N
LTL Freight Worksheet	?	?	N

FIG. 164

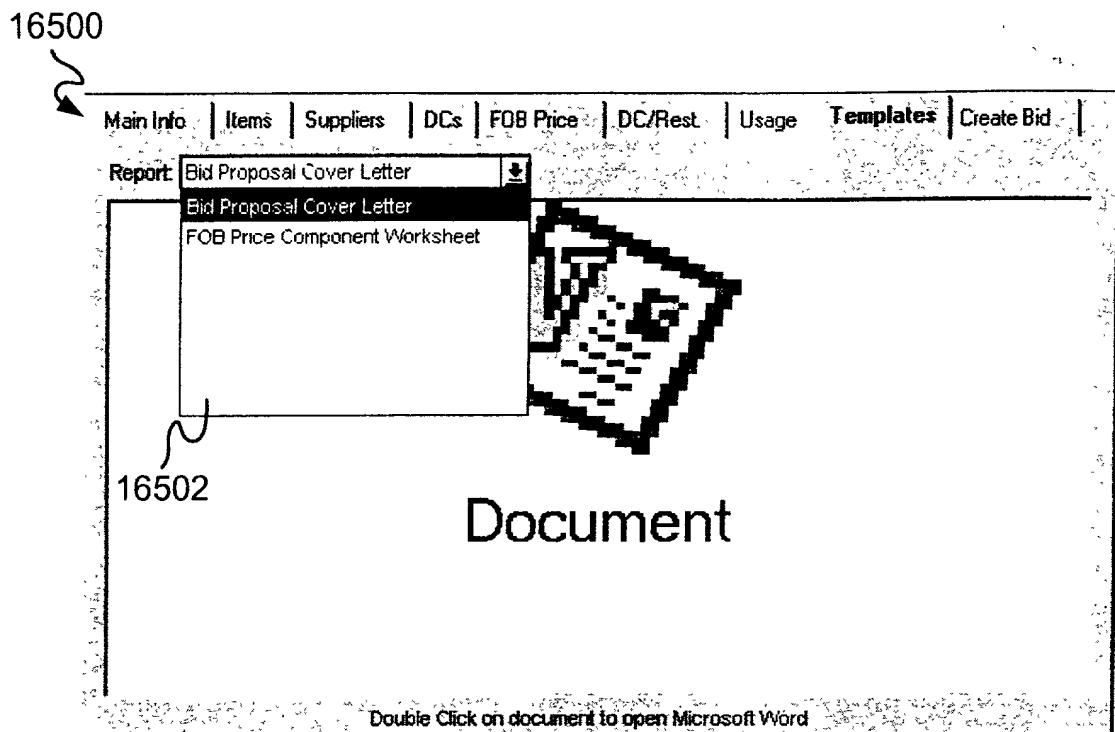


FIG. 165

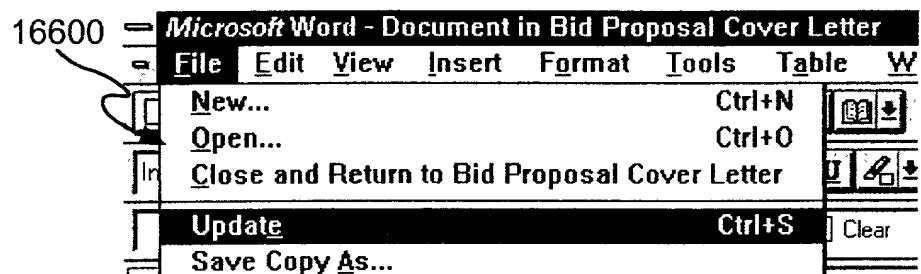


FIG. 166

16700

Main Info | Items | Suppliers | DCs | FOB Price | DC/Rest. | Usage | Templates | Create Bid |

Bid Proposal Sent

Bid Proposal Will Include Checked Documents

General		Cost	
Bid Proposal Cover Letter	<input checked="" type="checkbox"/>	FOB Price Component Worksheet	<input checked="" type="checkbox"/>
General Terms & Conditions	<input checked="" type="checkbox"/>	Truckload Freight Worksheet	<input checked="" type="checkbox"/>
Usage Estimates	<input checked="" type="checkbox"/>	LTL Freight Worksheet	<input checked="" type="checkbox"/>
Supplier Facility Worksheet	<input checked="" type="checkbox"/>	Blank Sheets	
Item Information Worksheet	<input checked="" type="checkbox"/>	Supplier Facility Worksheet	<input checked="" type="checkbox"/>
Sample Supply Agreement	<input checked="" type="checkbox"/>	Item Information Worksheet	<input checked="" type="checkbox"/>
BK Specification Request	<input checked="" type="checkbox"/>	FOB Price Component Worksheet	<input checked="" type="checkbox"/>
* LTL Freight Worksheet will be printed by system if necessary			
Truckload Freight Worksheet			
LTL Freight Worksheet			

FIG. 167

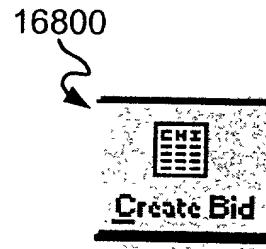


FIG. 168

16900

Report: Item Information Worksheet **Supplier:** (all)

7/2/97

Bid Proposal Cover Letter	<input checked="" type="checkbox"/>
FOB Price Component Worksheet	<input checked="" type="checkbox"/>
General Terms & Conditions	<input checked="" type="checkbox"/>
Item Information Worksheet	<input checked="" type="checkbox"/>
LTL Freight Worksheet	<input checked="" type="checkbox"/>
Sample Supply Agreement	<input checked="" type="checkbox"/>
Supplier Facility Worksheet	<input checked="" type="checkbox"/>

Restaurant Services, Inc.
Item Information Worksheet

ATTY
DS

FIG. 169

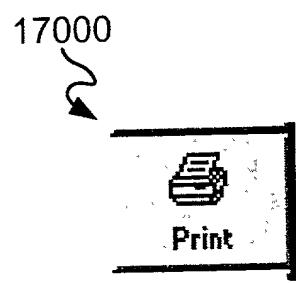


FIG. 170

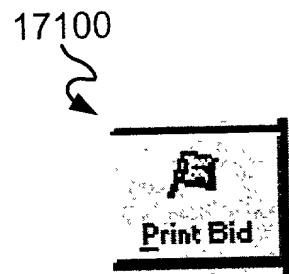


FIG. 171

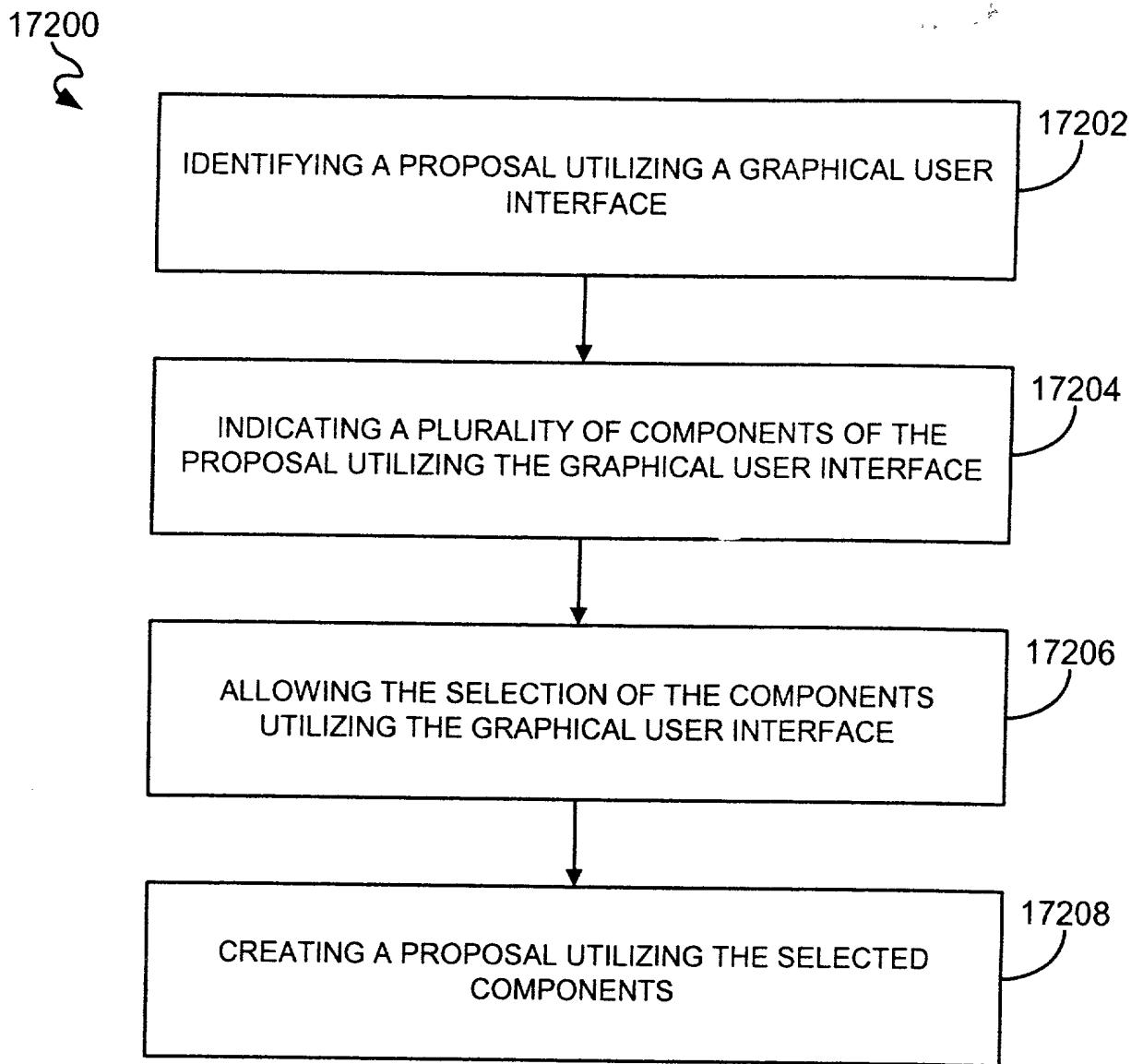


FIG. 172

17300



FIG. 173

17400

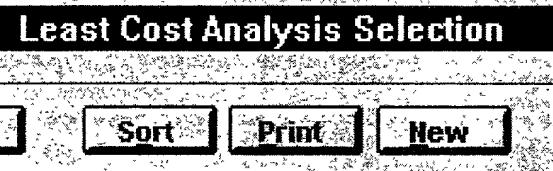


FIG. 174

17500

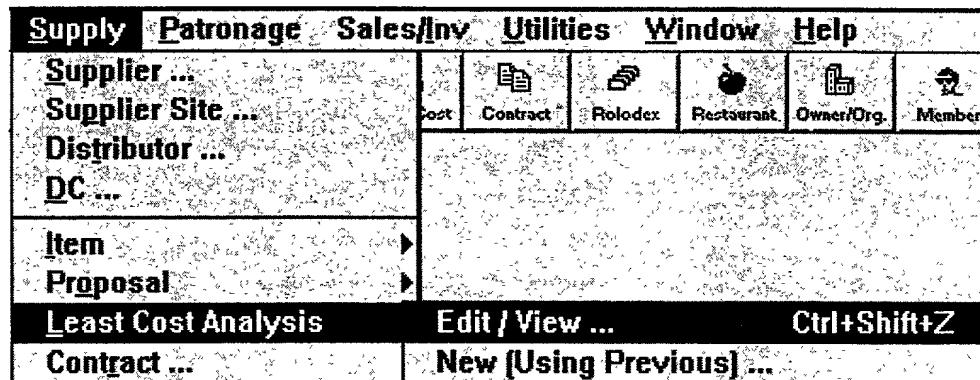


FIG. 175

Bid Proposal Name:

(None)
Foam Hot Cups & Polystyrene Lids (07/01/97 to 06/30/98)
Ham, Sausage, Bacon Freight Bid (10/01/97 to 12/31/97)

17600

FIG. 176

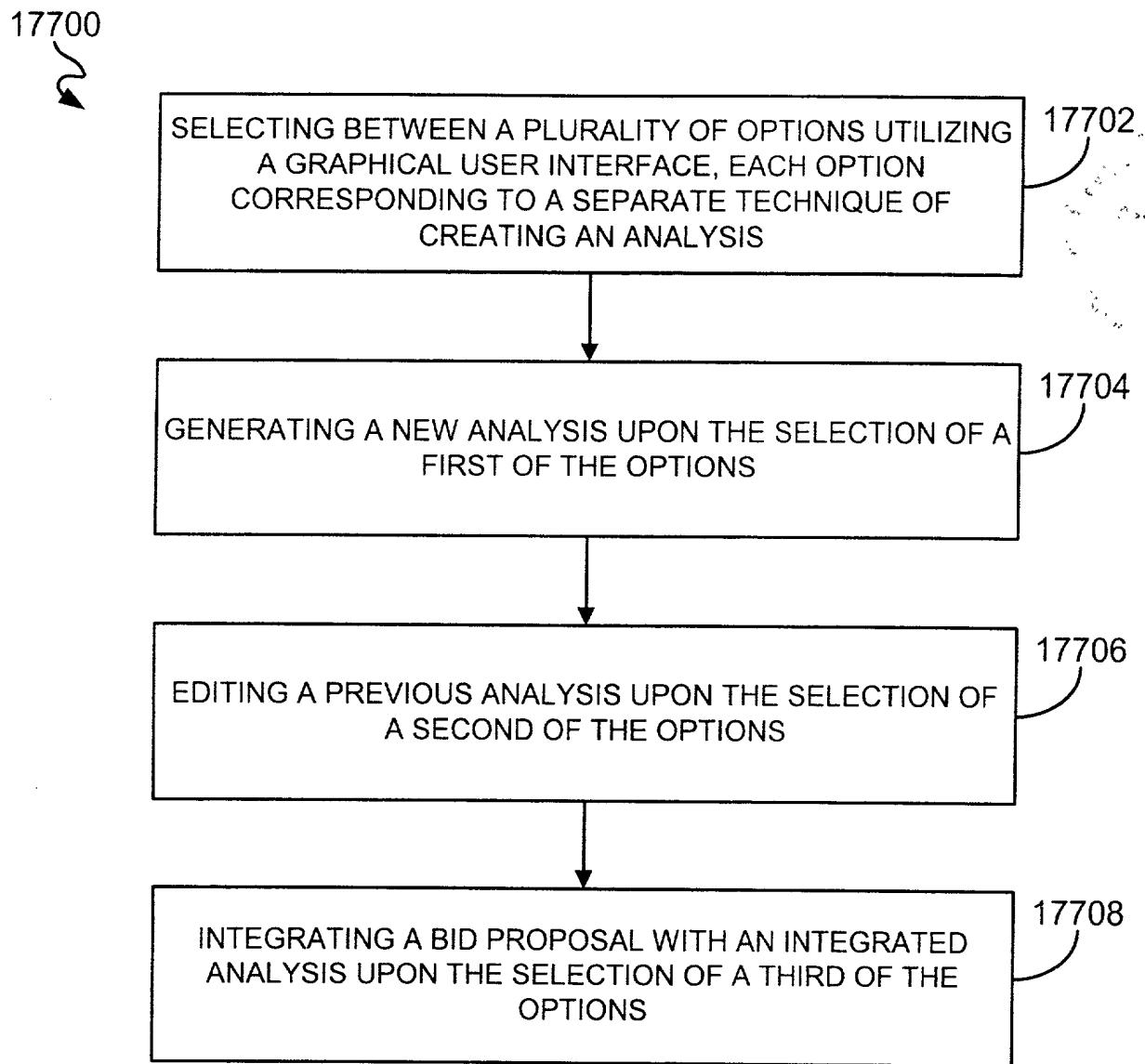


FIG. 177

17800

Analysis Name: Hash Brown Actual

Analysis ID: 1036

Buyer: Dennis Clabby

Period of Agreement: 10/1/97 THRU 9/30/98

Unit Of Measure: CASE(S)

FIG. 178

17900

Version (1) of (9) Base version

What is the max # of FOB points to allocate to each DC ? One FOB

What is pricing method for this version ? FOB + Freight

What is the RSI Invoice FOB Upcharge (Downcharge) ? 0.0000

Override RDC Truckload Validation? No

Solution Strategy: Standard Last Revision: 9/15/97 1:04 PM

FIG. 179

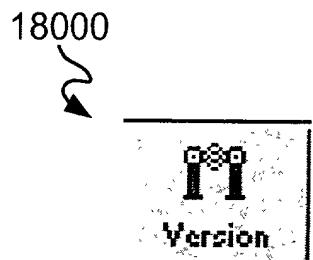


FIG. 180

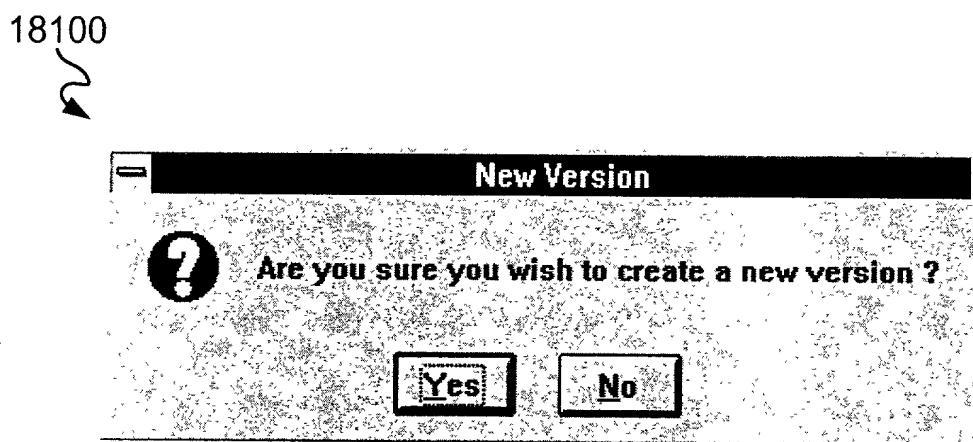


FIG. 181

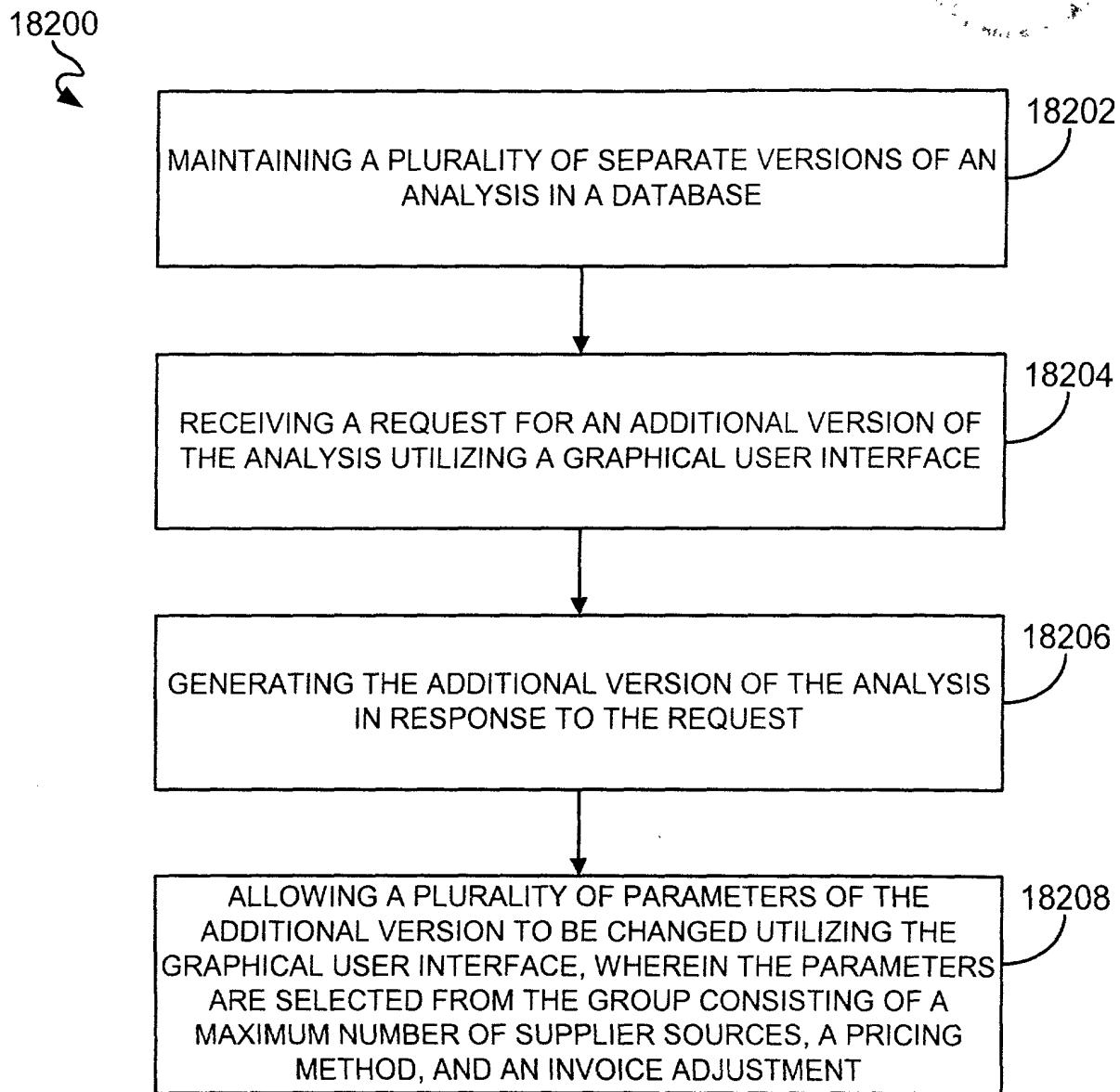


FIG. 182

18300

18300

Search Query Reset

Query Values

Supplier FOB
DOP

7 Rows Selected

Supplier FOB
DOPACO-DOWNTON, PA
DOPACO-KINSTON, NC
DOPACO-ST. CHARLES, IL
DOPACO-STOCKTON, CA
IMPERIAL BONDWARE-SHELBYVILLE

18302

FIG. 183

18400

Item Description	Conv Factor
FRIES COATED (FRZN)	36

18402

FIG. 184

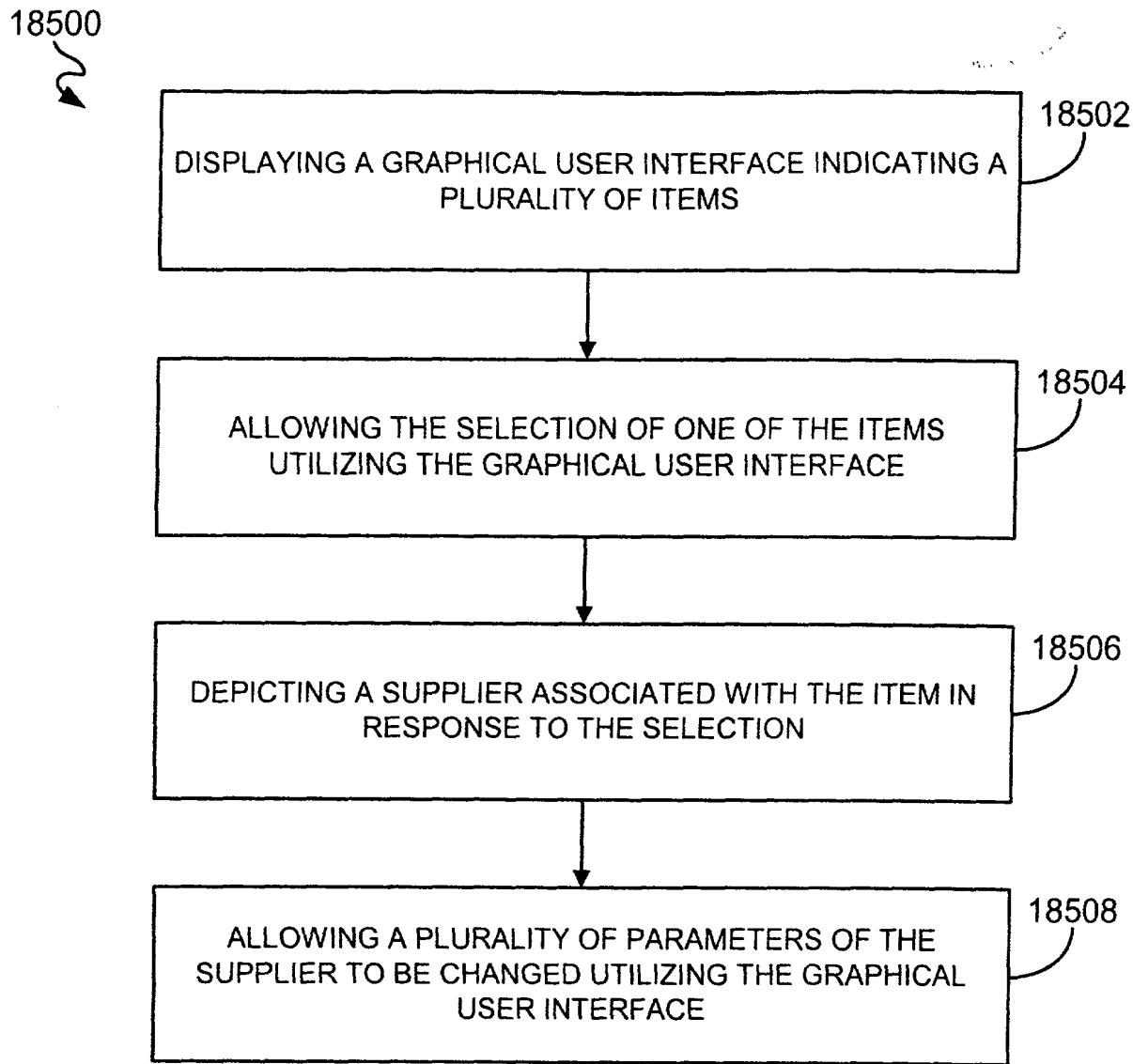


FIG. 185

18600

Item Description	Supplier FOB
CUP-COLD 16 OZ	DOPACO-DOWNTOWN, PA
CUP-COLD 22 OZ	DOPACO-DOWNTOWN, PA
CUP-COLD 32 OZ	DOPACO-DOWNTOWN, PA

Supplier Item Desc:	16 OZ COLD CUP	Item No:	CP2942
Items per Case:		Tie Qty:	5
Innerpack Contents:	1200	High Qty:	5
Item Size:		Cases Per Pallet:	25
Item Shelf Life:		Stacking Allowed:	<input checked="" type="radio"/> Yes <input type="radio"/> No
Case Length:	22.125	Mandatory	
Case Width:	15.125	Case Cube:	3.43 CUBIC FEET
Case Depth:	17.75	Cases Per Truckload:	769
Case U/M INCHES		Gross Weight:	29.28 POUND(S)
		Net Weight:	27.28 POUND(S)

FIG. 186

18700

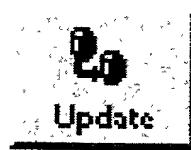


FIG. 187

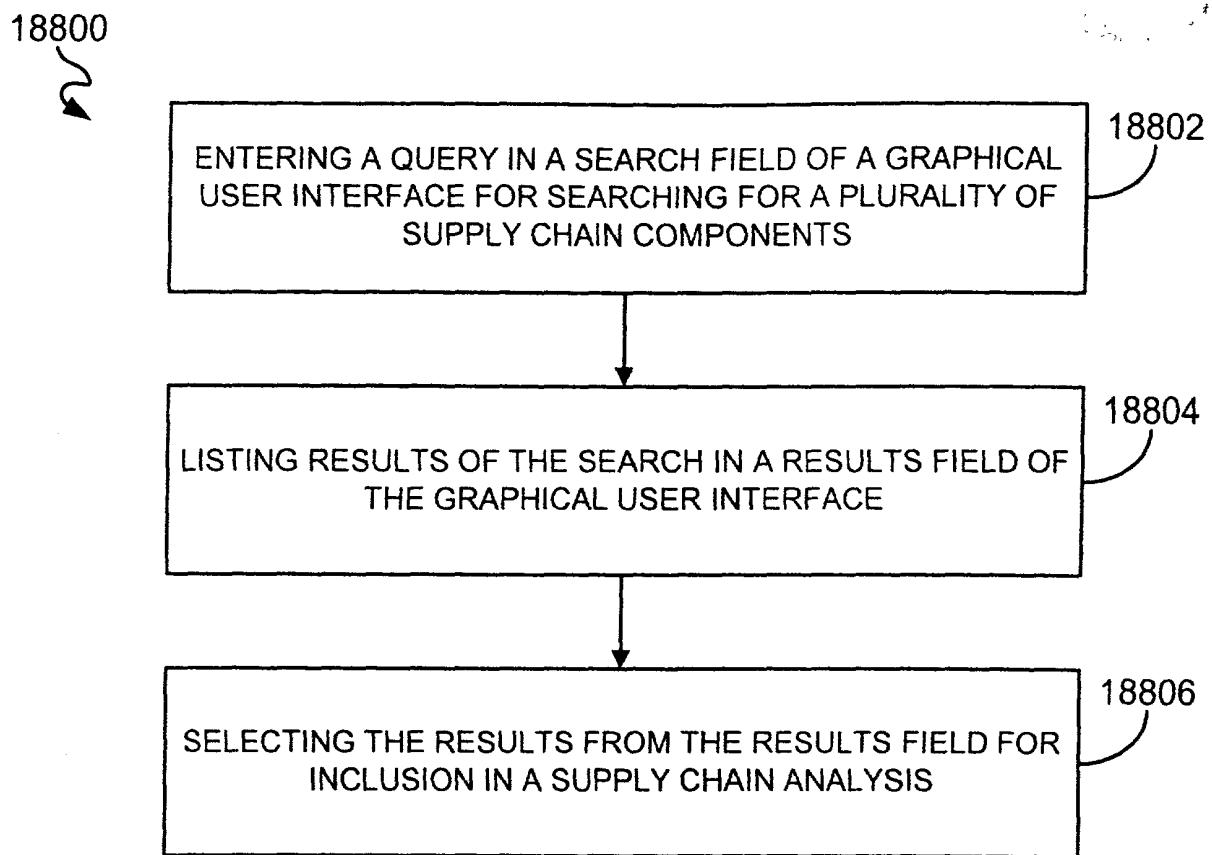


FIG. 188

18900



Supplier	Terms	SLP/PLT	Minimum	Maximum	Include
CAVENDISH FARMS		Pallet			<input checked="" type="radio"/> Yes <input type="radio"/> No
J.R. SIMPLOT COMPANY		Pallet			<input checked="" type="radio"/> Yes <input type="radio"/> No
LAMB-WESTON, INC.		Pallet	200,000,000		<input checked="" type="radio"/> Yes <input type="radio"/> No

Supplier FOB	Minimum	Maximum	Include
LAMB-WESTON, INC.-PASCO, WA	90,000,000	110,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No
LAMB-WESTON, INC.-RICHLAND WA	0	55,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No
LAMB-WESTON, INC.-AMERICAN FALLS ID	90,000,000	110,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No

FIG. 189

19000



Supplier	Terms	SLP/PLT	Minimum	Maximum	Include
MCCAIN FOODS		Pallet			<input checked="" type="radio"/> Yes <input type="radio"/> No
NESTLE FOOD COMPANY		Pallet			<input checked="" type="radio"/> Yes <input type="radio"/> No
ORE-IDA FOODS		Pallet	225,000,000		<input checked="" type="radio"/> Yes <input type="radio"/> No

Supplier FOB	Minimum	Maximum	Include
MCCAIN FOODS, LTD.-PRINCE EDWARD ISLAND	18,000,000	30,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No
MCCAIN FOODS, LTD.-PORTAGE LE PRAIRIE	45,000,000	50,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No
MCCAIN FOODS, INC-OTHELLO, WA	27,000,000	132,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No

FIG. 190

19100

DISPLAYING A PLURALITY OF SUPPLIER SITES UTILIZING A
GRAPHICAL USER INTERFACE

19102

DETERMINING A MINIMUM VALUE AND A MAXIMUM VALUE
OF CAPACITY LEVELS ASSOCIATED WITH THE SUPPLIER
SITES UTILIZING THE GRAPHICAL USER INTERFACE

19104

CONDITIONALLY EXCLUDING THE SUPPLIER SITES FROM A
SUPPLY CHAIN ANALYSIS UTILIZING THE GRAPHICAL USER
INTERFACE

19106

FIG. 191

19200

Supplier	#	Volume
HUDSON INDUSTRIES	0	
INTERNATIONAL DIVERSEFOODS	0	
SUPERIOR COFFEE & FOODS	0	

Supplier FOB	Item	Cont FOB	#	Volume
HUDSON INDUSTRIES-TROY AL	MAYO-BULK	8 4200	0	
HUDSON INDUSTRIES-TROY AL	SAUCE-BULK-TARTAR	9 2300	0	

FIG. 192

19300

Supplier Volume

Supplier	#	Volume
SSI FOOD SERVICES	0	
TEXAS AMERICAN FOOD SERVICE	0	
WHITEFORD FOODS	0	

Item Cont. FOB # Volume

Supplier FOB	Item	Cont FOB	#	Volume
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1.0026	0	
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1.0016	1	2,090,000
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1.0010	2	2,508,000

FIG. 193

19400

Supplier Volume

Supplier	#	Volume
VENTURA FOODS	0	
VENTURA FOODS	1	100,000

Item Cont. FOB # Volume

Supplier FOB	Item	Cont FOB	#	Volume
VENTURA FOODS-CHAMBERSBURG, PA	MAYO-BULK	8.9400	0	
VENTURA FOODS-CHAMBERSBURG, PA	MAYO-BULK	8.8400	1	
VENTURA FOODS-CHAMBERSBURG, PA	SAUCE-BULK-TARTAR	9.5100	0	
VENTURA FOODS-CHAMBERSBURG, PA	SAUCE-BULK-TARTAR	9.4100	1	
VENTURA FOODS-CITY OF INDUSTRY	MAYO-BULK	9.1200	0	
VENTURA FOODS-CITY OF INDUSTRY	MAYO-BULK	9.0200	1	
VENTURA FOODS-CITY OF INDUSTRY	SAUCE-BULK-TARTAR	9.5800	0	
VENTURA FOODS-CITY OF INDUSTRY	SAUCE-BULK-TARTAR	9.4800	1	

FIG. 194

19500
↗

Item Description	Supplier FOB		
FRIES-COATED	CAVENDISH-PRINCE EDWARD		
FRIES-COATED	J.R. SIMPLOT COMPANY-HERMISTON		
FRIES-COATED	LAMB-WESTON, INC.-PASCO, WA		
Distribution Center	Delivered	#	Volume
AMERISERVE-OMAHA, NE	0 3750	0	0
AMERISERVE-PLYMOUTH, MN	0 3850	0	0
AMERISERVE-WAUKEEWA	0 3670	0	0
FLEMING FOODS-KAPOLEI	0 4725	0	0
KING PROVISION-ATLANTA	0 3950	0	0

FIG. 195

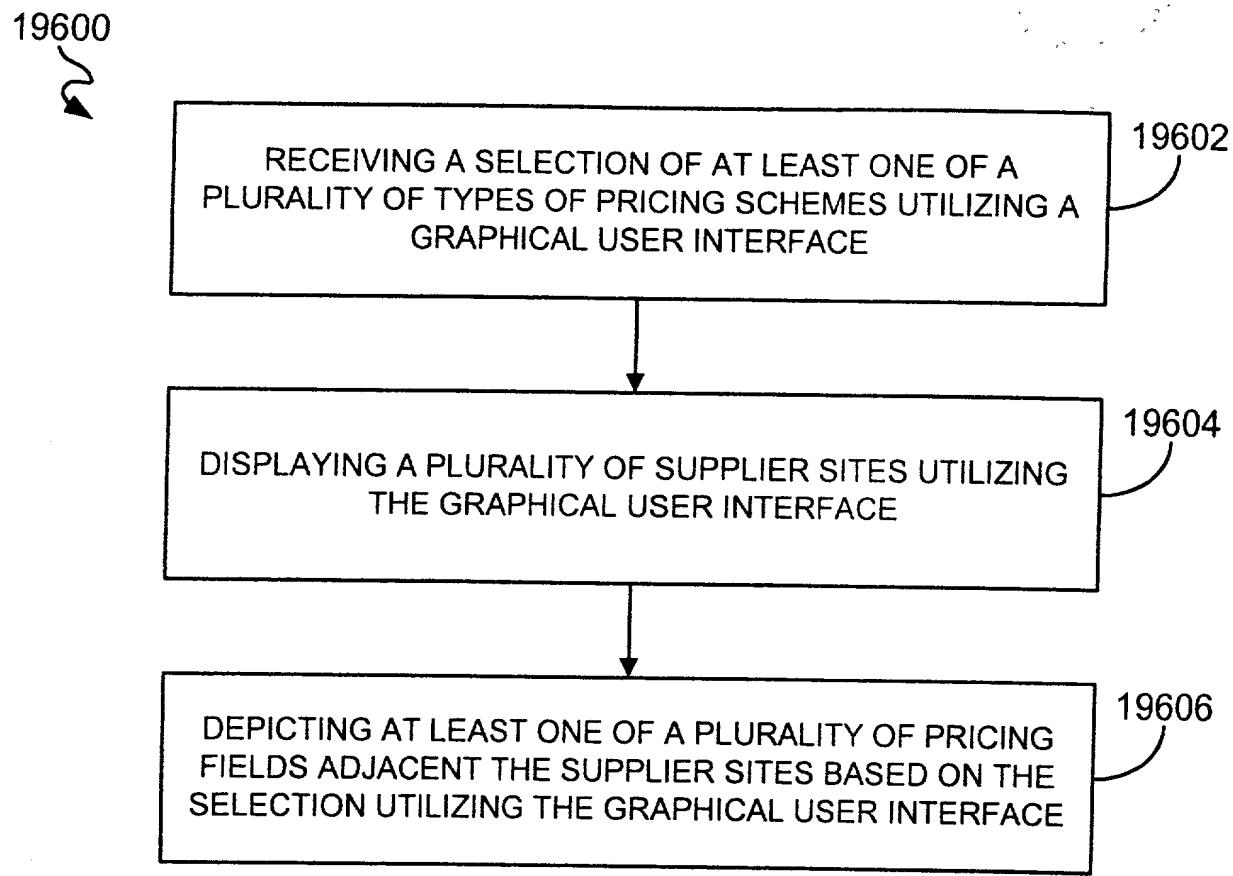


FIG. 196

19700

Total Rest. Growth Amount		Usage Period
5.00%	~ 19702	09/01/97 to 08/31/98
Distribution Center	Current Rest. Count	Restaurant Growth %
AMERISERVE/POST-ALBUQUERQUE	27	5.00%
AMERISERVE/POST-DENVER	35	5.00%
AMERISERVE/POST-SALT LAKE UT	2	5.00%
AMERISERVE-OMAHA, NE	166	5.00%
		Projected Avg. Rest. Count
		28
		37
		2
		174

FIG. 197

19800

Item	Item Growth %	Usage Period
CHICKEN-PATTY	.00	
Distribution Center	Previous Rest. Count	Projected Rest. Count
AMER-OMAMA	44,035	166
AMER-PLYMOUTH	37,141	177
AMER-MILWAUK	38,520	188
Coug. Factor	98.49%	100.00%
Avg. # RM	24.12	18.30
DC/Item Growth	4.00%	5.00%
Projected Usage	49,205	40,823
		42,909

FIG. 198

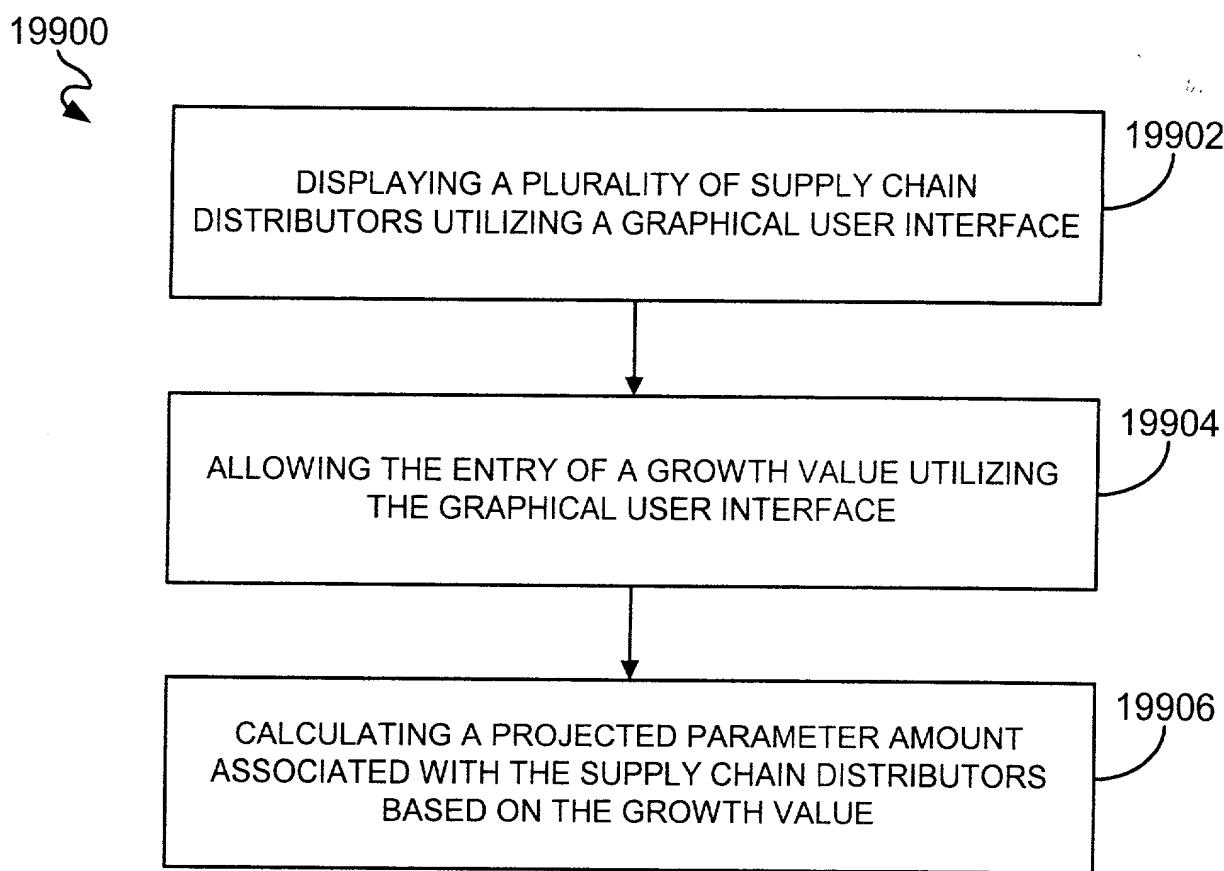


FIG. 199

20000

Supplier FOB	Address	
CAVENDISH FARMS	Dieppe	NB E1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	OR 99999
LAMB-WESTON, INC.-AMERICAN FALLS ID	American Falls	ID 83211
Distribution Center		Lane Restriction
AMERISERVE\POST-ALBUQUERQUE	<input type="radio"/> Solver	<input type="radio"/> Required <input checked="" type="radio"/> Excluded
AMERISERVE\POST-DENVER	<input type="radio"/> Solver	<input type="radio"/> Required <input checked="" type="radio"/> Excluded
AMERISERVE\POST-SALT LAKE, UT	<input type="radio"/> Solver	<input type="radio"/> Required <input checked="" type="radio"/> Excluded
AMERISERVE-OMAHA, NE	<input type="radio"/> Solver	<input type="radio"/> Required <input checked="" type="radio"/> Excluded
AMERISERVE-PLYMOUTH, MN	<input type="radio"/> Solver	<input type="radio"/> Required <input checked="" type="radio"/> Excluded
		Honor TL Rate

20002

20100

FIG. 200

Supplier FOB	Address	
CAVENDISH FARMS	Dieppe	NB E1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	OR 99999
LAMB-WESTON, INC.-AMERICAN FALLS ID	American Falls	ID 83211
Distribution Center		Lane Restriction
AMERISERVE\POST-ALBUQUERQUE	<input type="radio"/> Solver	<input checked="" type="radio"/> Required <input type="radio"/> Excluded
AMERISERVE\POST-DENVER	<input checked="" type="radio"/> Solver	<input type="radio"/> Required <input type="radio"/> Excluded

FIG. 201

20200

Invalid Selection



AMERISERVE\POST-ALBUQUERQUE is already required by J.R.
SIMPLOT COMPANY-HERMISTON, OR.

OK

FIG. 202

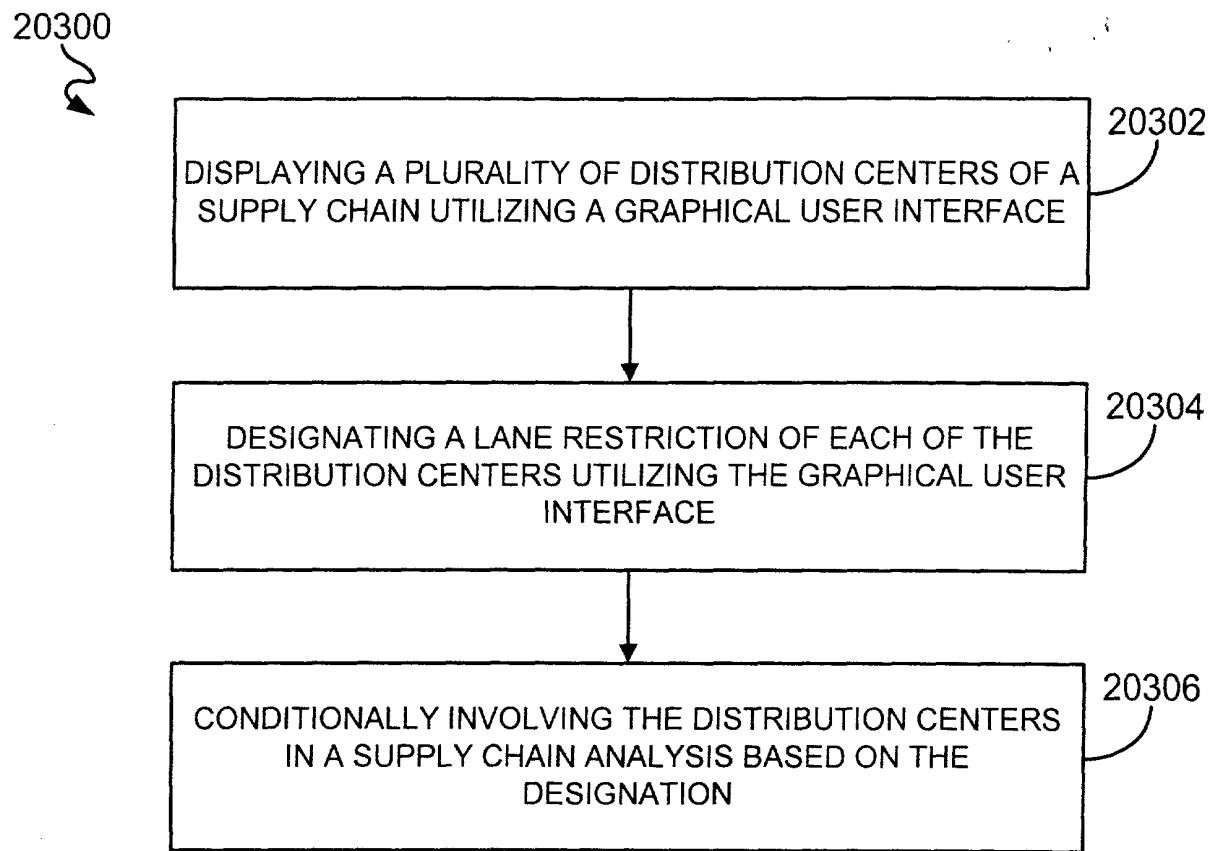


FIG. 203

20400

Supplier FOB		Address	
CAVENDISH FARMS	Dieppe	NB	E1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	OR	99999
LAMB-WESTON, INC.-AMERICAN FALLS ID	American Falls	ID	83211
Distribution Center	Truckload Freight	Lane Distance	
AMERISERVEPOST-ALBUQUERQUE	1,617		
AMERISERVEPOST-DENVER	1,277		
AMERISERVEPOST-SALT LAKE, UT	691		

FIG. 204

20500

Supplier FOB		Address					
O.K. FOODS-FORT SMITH AR	Fort Smith	AR	72904				
TYSON FOODS-GREEN FOREST, AR	Green Forest	AR	72638				
TYSON FOODS-RUSSELLVILLE, AR	Russellville	AR	72601				
Distribution Center	Weight Minimum	LTL LBS	0 to 1,000 LBS	1,001 to 5,000 LBS	5,001 to 10,000 LBS	10,001 to 20,000 LBS	20,000 LBS +
PS-ATLANTA	15,000					1.10	
PS-BURLINGTON	15,000	400.00				1.20	

FIG. 205

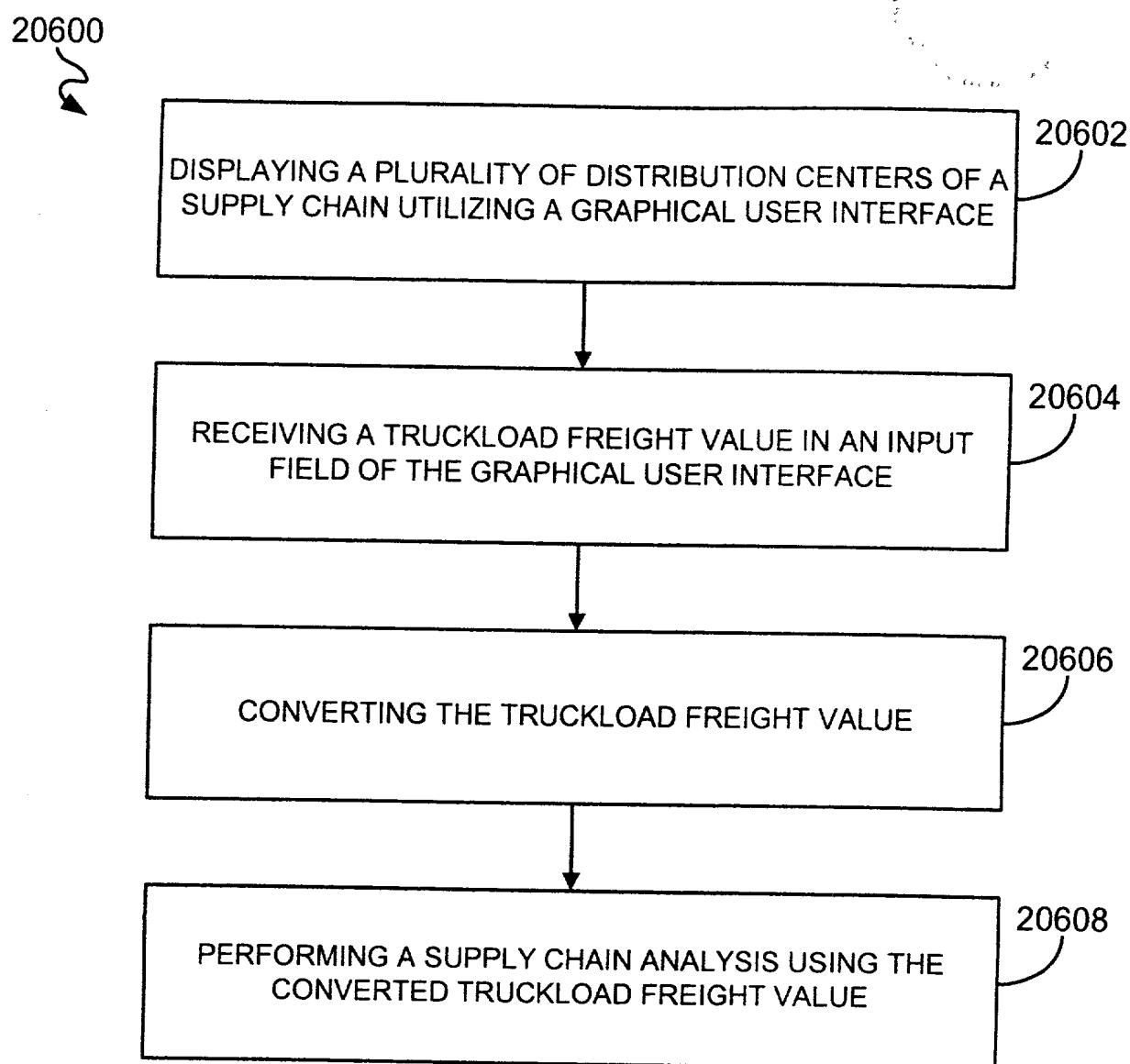


FIG. 206

20700

Analysis Region MCCABE-PORTLAND/RMW-ANCHORAGE	Force FOB <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
Distribution Center Name MCCABE QUALITY FOODS-PORTLAND RESTAURANTS NW-ANCHORAGE	Site Role Corporate & FOB Point Corporate & FOB Point

FIG. 207

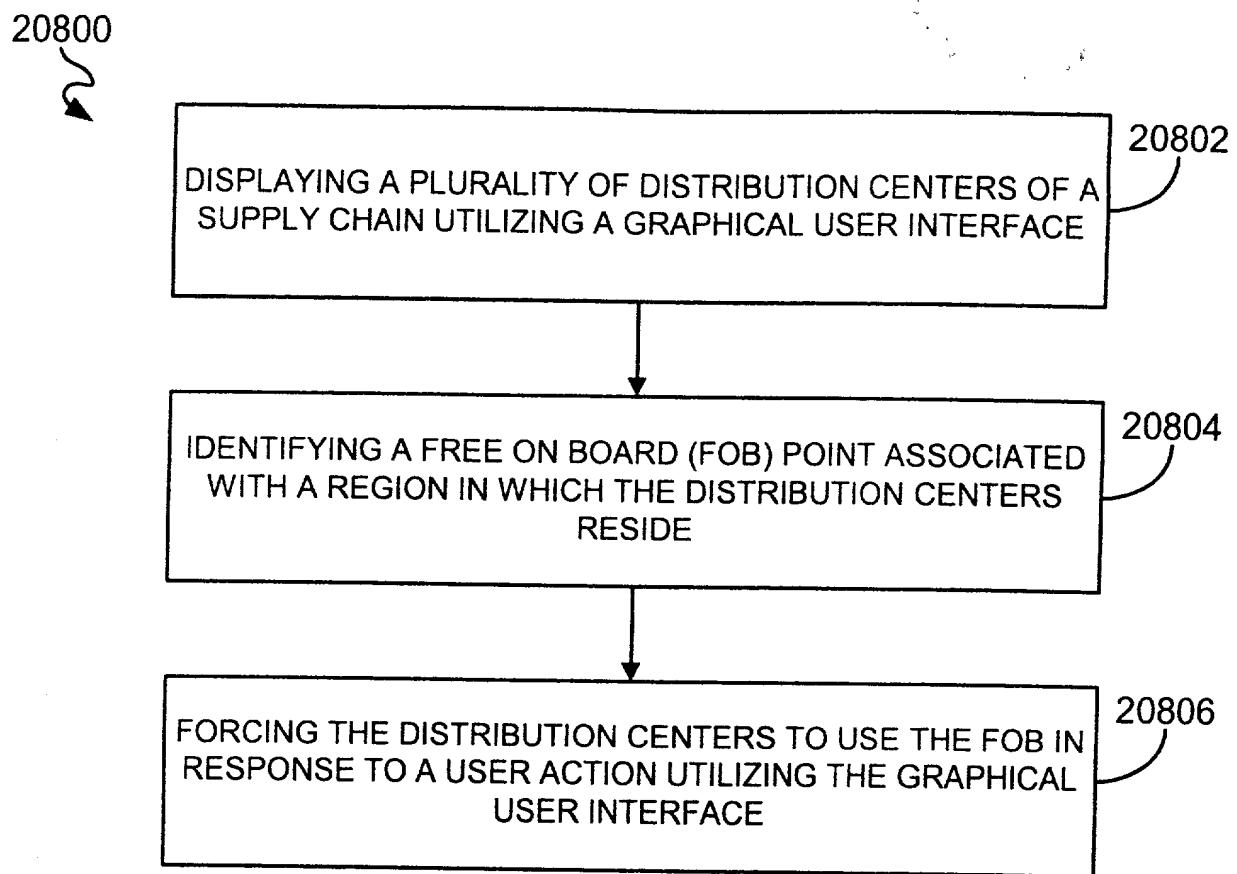


FIG. 208

20900

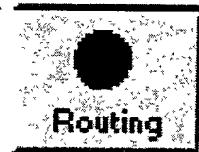


FIG. 209

21000

Report Selection

Report Type: Optimal Product Routing

Report Name: Freight Information Provided

Report Parameters

Supplier: (All)

Supplier FOB: (All)

Distribution Center: (All)

Version: Base Version

Freight Information Provided

LTL Routing Grid By Lane

Routing Results By Lane

Routing Results By Lane, Item

Routing Results w/ RDC Breakout By Lane

Routing Results w/ RDC Breakout By Lane, Item

TL Freight Variance Analysis

This screenshot shows a software interface for report selection. On the left, there are sections for 'Report Type' (set to 'Optimal Product Routing'), 'Report Parameters' (with dropdowns for 'Supplier', 'Supplier FOB', 'Distribution Center', and 'Version' set to 'Base Version'), and a 'Report Name' dropdown menu. The 'Report Name' menu lists several options, with 'Freight Information Provided' currently selected. Other options in the list include 'LTL Routing Grid By Lane', 'Routing Results By Lane', 'Routing Results By Lane, Item', 'Routing Results w/ RDC Breakout By Lane', 'Routing Results w/ RDC Breakout By Lane, Item', and 'TL Freight Variance Analysis'. The background of the interface has some faint, illegible text and graphics.

FIG. 210

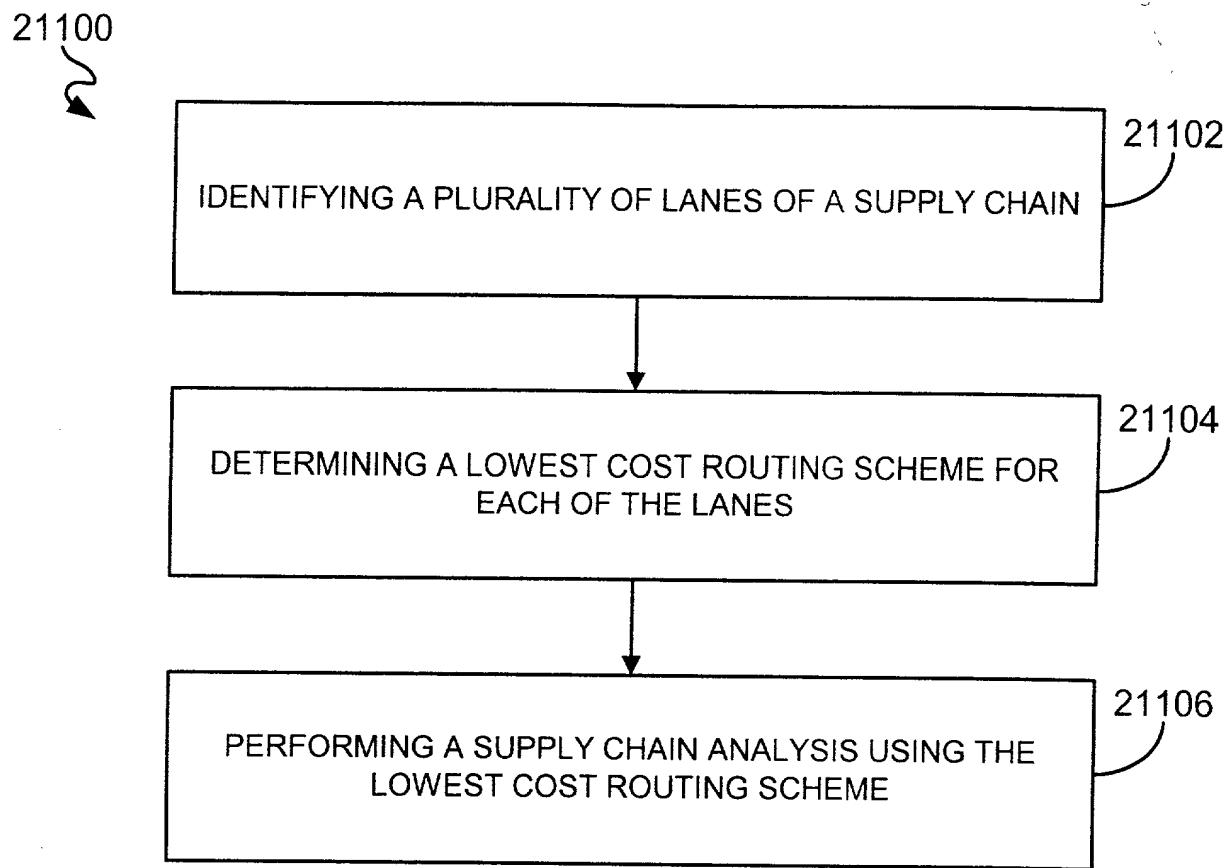


FIG. 211

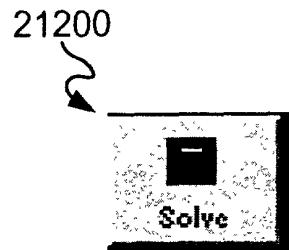


FIG. 212

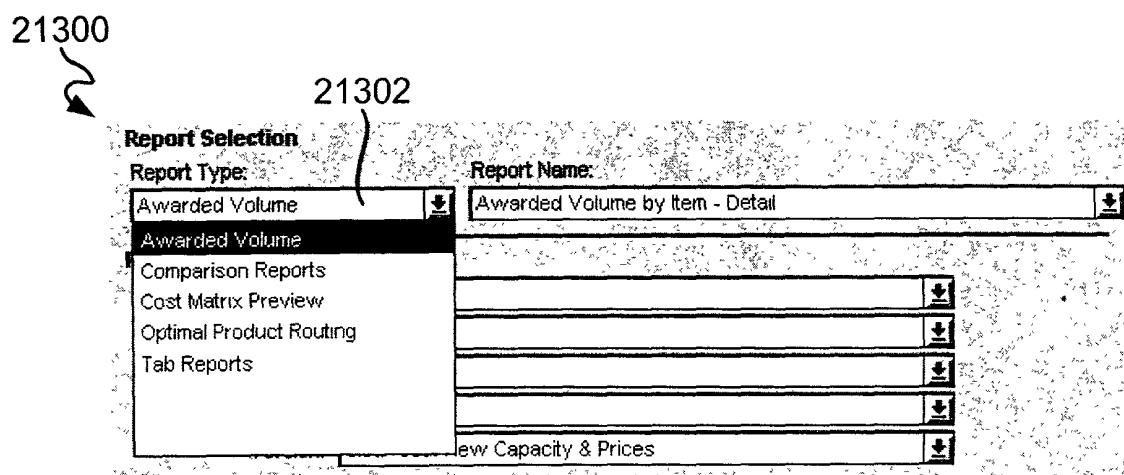


FIG. 213

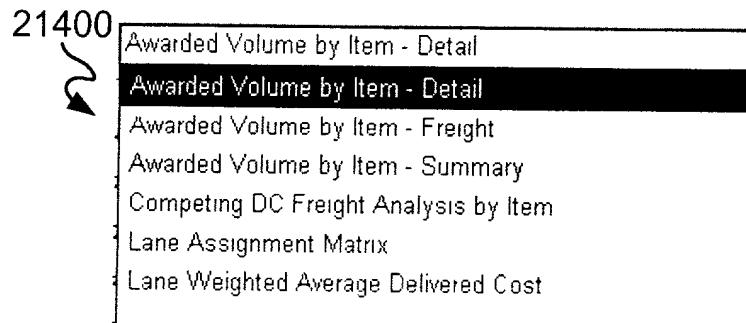


FIG. 214

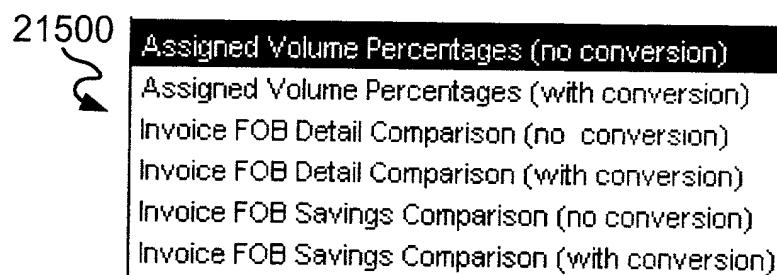


FIG. 215

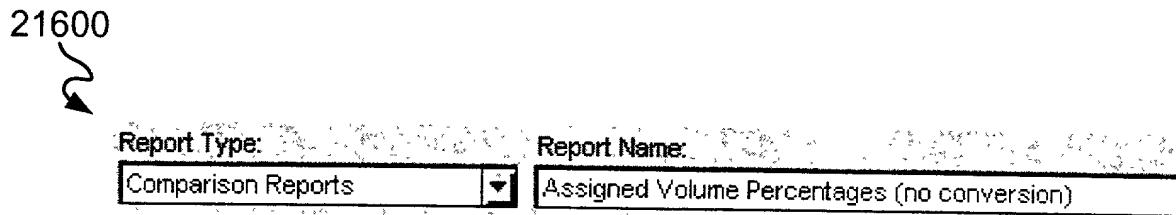


FIG. 216

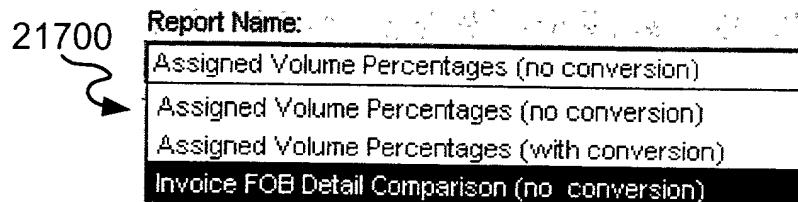


FIG. 217

21800



Item: HASH BROWNS(ROUND)

Comparison Versions:

- Base version
- With LTL riding with CCF, forced TL
- LTL moving with CCF, no Cavendish

Include Cost Matrices: Yes No

FIG. 218

21900



FIG. 219

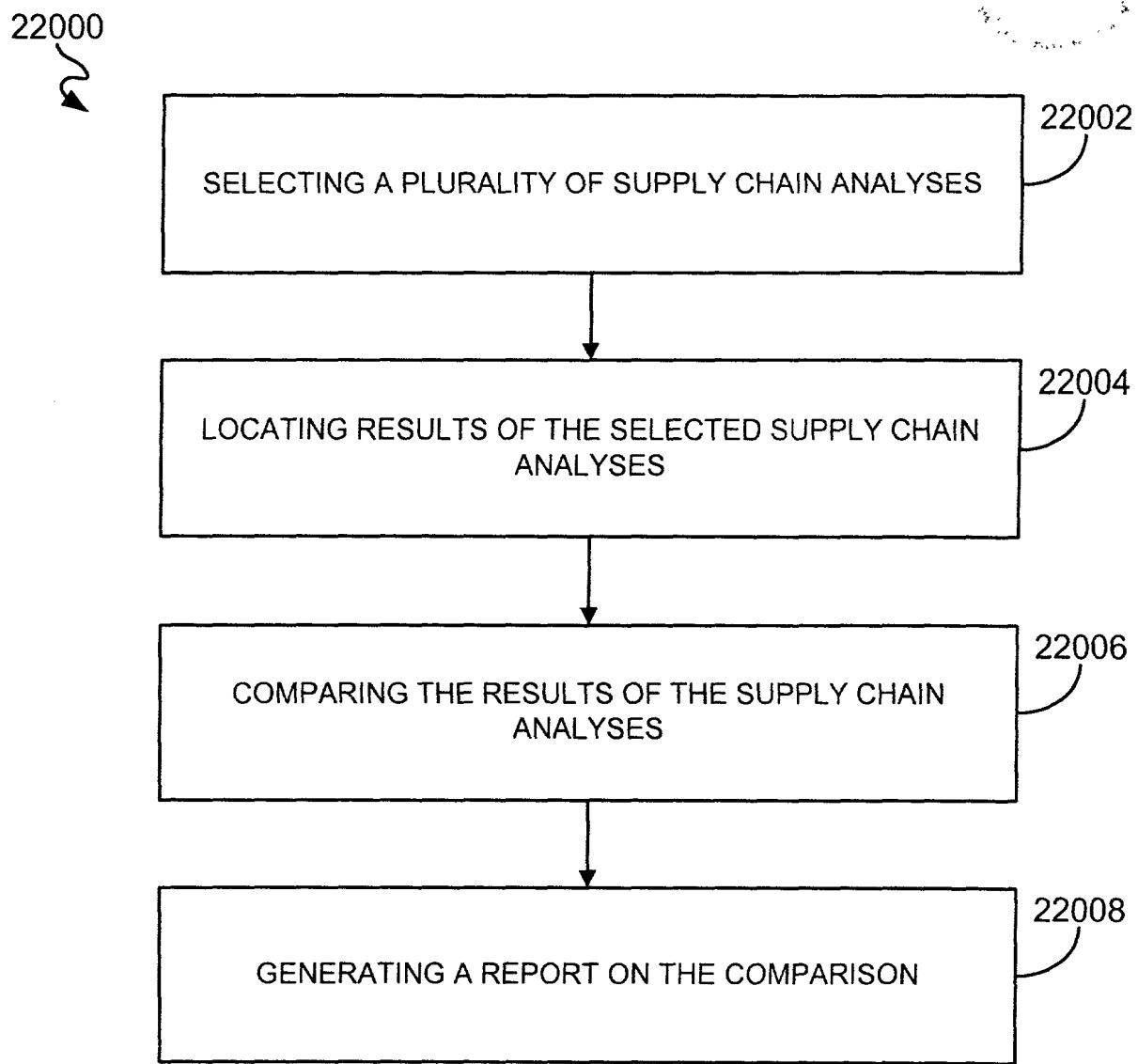


FIG. 220

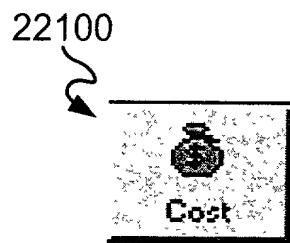


FIG. 221

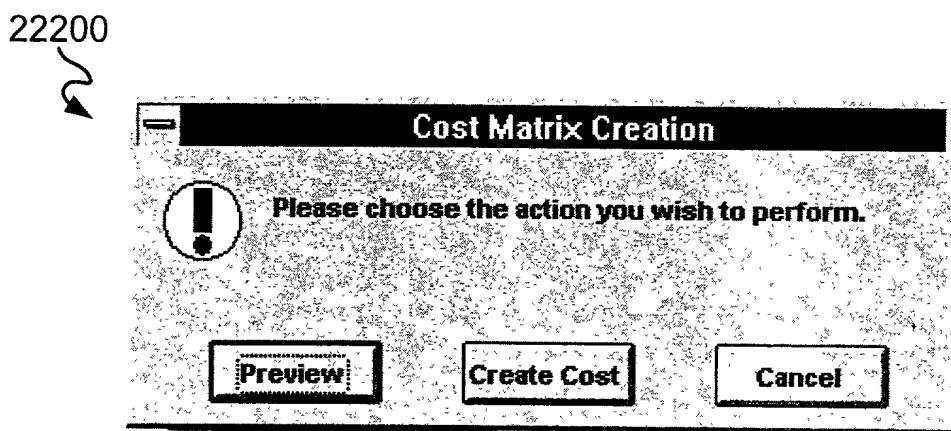


FIG. 222

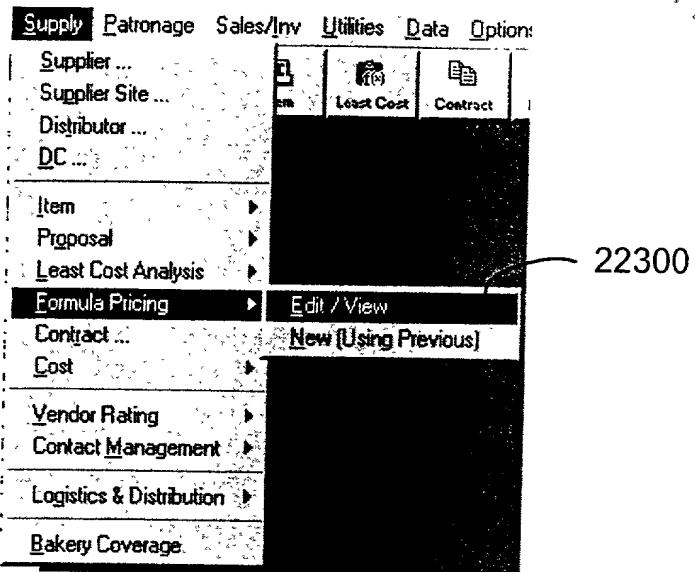


FIG. 223

22400

Formula Pricing - BEEF - 77% - 04/06/98

General Info	Pricing	Freight	Formulas	Block Cost	Adjustments
Pricing ID:	12				
Description:	Beef Pricing 04/06/01				
Item:	BEEF - 77%				
Raw Material Pricing Date:	04/06/01	From:	03/23/01	To:	04/03/01
Cost Matrix Begin Date:	03/15/01	End Date:	03/28/01		
FOB Adjustment Amount:	0 0000				

FIG. 224

22500

Formula Pricing - BEEF - 77% - 04/06/98

Date	FRSH DOM 50% TRIM	FRSH DOM 65% TRIM	FRSH DOM 73% TRIM	FRSH DOM 75% TRIM	FRSH DOM 84% LEAN	FRSH DOM 85% LEAN	FRSH DOM 90% LEAN BL	FRSH DOM 90% LEAN	FRSH DOM 90% LEAN YW	FRZN DOM 90% LEAN BL	BMP AUS 30% LEAH	Fine Trtr Beef
03/23/98	0.8800	0.9100	0.9052	0.9300	0.9318	0.9900	0.9900	0.9950	1.0000	0.9500	0.9500	0.7960
03/24/98	0.8800	0.9100	0.9149	0.9400	0.9224	0.9800	1.0000	1.0500	1.1000	0.9400	0.9600	0.8400
03/25/98	0.8800	0.9150	0.8857	0.9100	0.9224	0.9800	1.1000	1.1500	1.2000	0.9500	0.9300	0.9200
03/26/98	0.8850	0.9155	0.8945	0.9190	0.9275	0.9855	1.2000	1.2500	1.3000	0.9600	0.9500	1.0000
03/27/98	0.8900	0.9200	0.9344	0.9600	0.9275	0.9855	1.0000	1.0500	1.1000	0.9550	0.9800	0.8400
03/30/98	0.8800	0.9300	0.9441	0.9700	0.9318	0.9900	0.9995	0.9998	1.0000	0.9870	0.9650	0.7998
03/31/98	0.8860	0.9160	0.9539	0.9800	0.9412	1.0000	1.1000	1.1250	1.1500	0.9550	0.9870	0.9000
04/01/98	0.8700	0.9200	0.9393	0.9650	0.9224	0.9800	1.2000	1.2300	1.2600	0.9630	0.9630	0.9840
04/02/98	0.8500	0.9400	0.9490	0.9750	0.9318	0.9900	1.0000	1.0250	1.0500	0.9540	0.9870	0.8200
04/03/98	0.8515	0.9700	0.9539	0.9800	0.9412	1.0000	1.1000	1.0750	1.0500	0.9580	0.9870	0.8600
	0.8753	0.9247	0.9275	0.9529	0.9300	0.9881	1.0690	1.0850	1.1210	0.9572	0.9659	0.8760

FIG. 225

22600

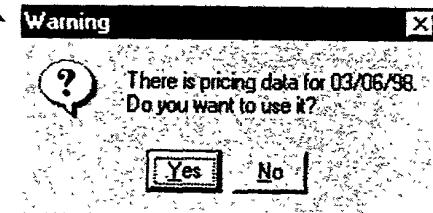


FIG. 226

22700

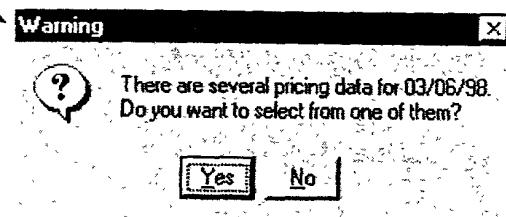


FIG. 227

22800

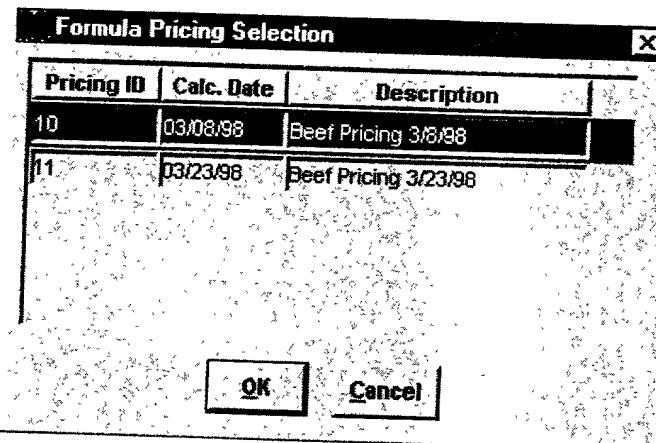


FIG. 228

22900

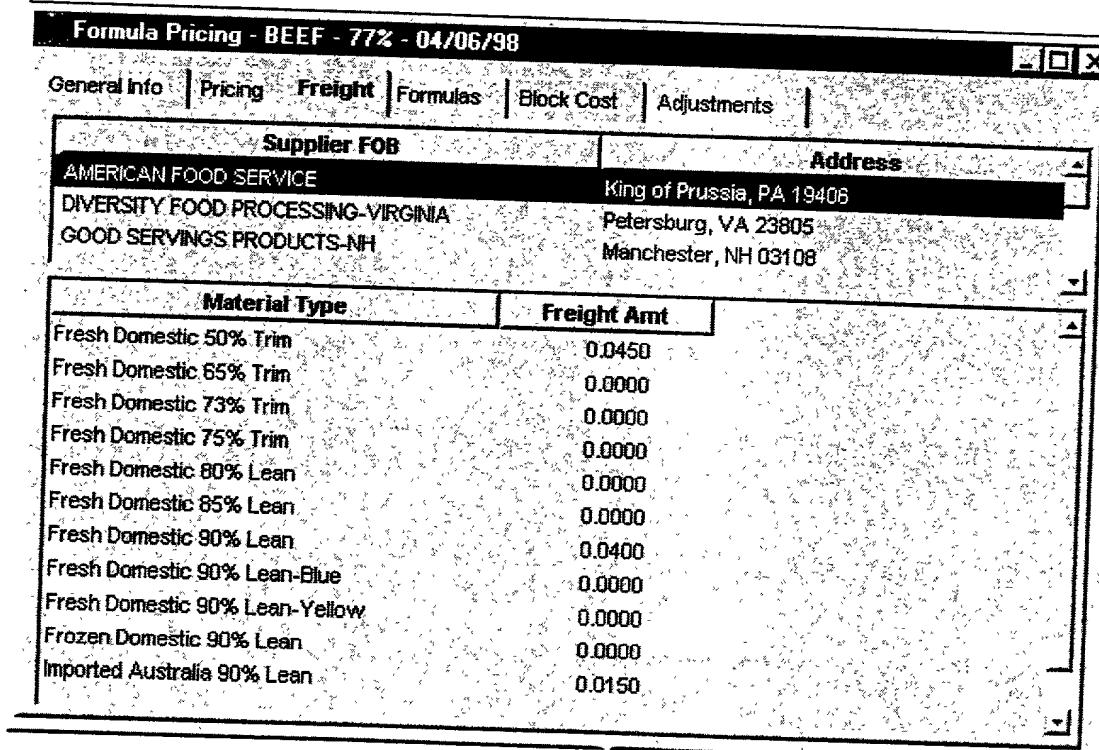


FIG. 229

23000

Formula	FD8STR		FD65TR		FD73TC		FD8NL		FD8LH		FD8LC		IMAHM		LFTB		Total
	Pct.	Cost															
AFS-1	0.3120	0.2971							0.1950	0.2134	0.4900	0.3924	0.1000	0.0911	0.9849		
DIV-1	0.1400	0.1295	0.2000	0.1949	0.1400	0.1368			0.2000	0.2190	0.3200	0.3139			0.1303	0.9941	
GS-1	0.3270	0.3042							0.1730	0.1972	0.3600	0.3549	0.1400	0.1303	0.9866		
S&C-1	0.2414	0.2200					0.2179	0.2026	0.2179	0.2153	0.2179	0.2386		0.1050	0.0958	0.9721	
SER-1	0.3250	0.2826							0.1750	0.1951	0.3650	0.3571	0.1350	0.1236	0.9884		
TEX-1	0.3090	0.2768							0.3410	0.3802	0.2900	0.2452	0.1000	0.0896	0.9916		
WHI-1	0.3250	0.2858							0.1750	0.1969	0.3650	0.3608	0.1350	0.1230	0.9765		
WIS-1	0.3325	0.2977							0.4675	0.5185	0.1000	0.0985	0.1000	0.0890	0.9818		

FIG. 230

23100

Formula	Raw Material Cost	Yield	Block Cost	Margin	FOB Price	Include?	
						✓	✗
AFS-1	0.9840	0.99	\$0.9990	0.1232	\$1.1222	✓	✗
DIV-1	0.9941	0.98	\$1.0123	0.1669	\$1.1792	✓	✗
GS-1	0.9866	0.98	\$1.0037	0.1287	\$1.1324	✓	✗
S&C-1	0.9721	1.00	\$0.9721	0.1457	\$1.1178	✓	✗
SER-1	0.9684	0.99	\$0.9831	0.1325	\$1.1156	✓	✗
TEX-1	0.9916	0.99	\$1.0067	0.1232	\$1.1299	✓	✗
WHI-1	0.9765	0.98	\$0.9938	0.1275	\$1.1214	✓	✗
WIS-1	1.0018	0.98	\$1.0202	0.1334	\$1.1536	✓	✗

FIG. 231

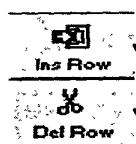
23200

Formula Pricing - BEEF - 77% - 04/06/98						
General Info	Pricing	Freight	Formulas	Block Cost	Adjustments	
Formula	Raw Cost	Yield	FOB Price	Margin	Adjustments	Adj. FOB Price
AFS-1	0.9840	0.9850	0.9990	0.1232	0.0000	1.1222
DIV-1	0.9941	0.9820	1.0123	0.1669	0.1500	1.3292
GS-1	0.9866	0.9830	1.0037	0.1287	0.0000	1.1324
S&C-1	0.9721	1.0000	0.9721	0.1457	0.0000	1.1178
SER-1	0.9684	0.9850	0.9831	0.1325	0.0000	1.1158
TEX-1	0.9916	0.9850	1.0067	0.1232	0.0000	1.1299

Amount	Adjustment Desc
0.1500	Upcharge

FIG. 232

23400



23300



23302

FIG. 233



RM Letter

FIG. 234

23500

: Formula Maintenance			
Formula ID	Facility	Description	Short Name
5	AMERICAN FOOD SERVICE	American Food Service Formula A	AFS-1
7	DIVERSITY FOOD PROCESSING - VIRGINIA	DIV Formula - 1b	DIV-1
8	GOOD SERVINGS PRODUCTS - NH	Good Servings Formula 1	GS-1

Number of Rows: 14

Material Type	Begin Date	Percentage
Fresh Domestic 50% Trim	10/03/1997	31.2000%
Fresh Domestic 73% Trim	10/01/1996	20.0000%
Fresh Domestic 85% Lean	10/01/1997	5.0000%
Fresh Domestic 90% Lean	10/01/1997	18.8000%

Number of Rows: 8

FIG. 235

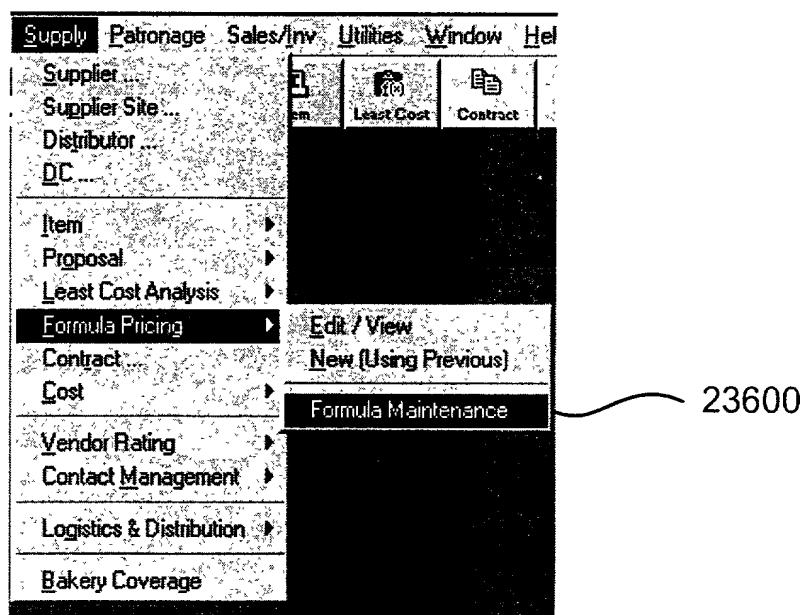


FIG. 236